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ABC

Assistance to Business in Canada



Ministry of State
for Economic Development

Département d'État
au Développement économique

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ABC

Assistance to Business

in Canada

The Federal Government's
directory of business assistance
programs, services and incentives



Aussi publié en français



Ministry of State
for Economic Development

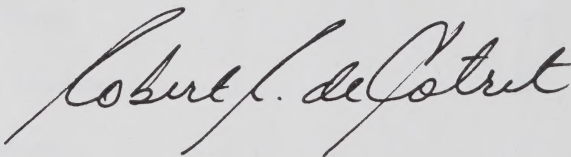
Département d'État
au Développement économique

Foreword

The extensive range of services and financial assistance provided by the federal government has often proved confusing for business owners and managers, particularly those running small enterprises, and to people interested in starting a new business.

To help solve this problem, this handbook describes federal economic development programs, services and tax incentives from a business point of view. First printed in April 1979, *ABC* has quickly proven its usefulness in increasing business' awareness of the range of federal economic development assistance available. The Business Information Centres set up across Canada also provide the business community with a one-stop information and referral service via a toll-free Zenith telephone line.

The government recognizes the need to improve the accessibility and delivery of federal business assistance programs and services. In the coming months, these will be reviewed with the objective of improving their coordination and reducing the red tape involved in their administration.

A handwritten signature in dark ink, reading "Robert R. de Cotret". The signature is fluid and cursive, with the first name "Robert" and last name "de Cotret" clearly distinguishable.

Robert R. de Cotret
Minister of Economic Development
and Trade

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Table of Contents

	<i>Page</i>
1. Introduction	1
2. How to Get Information and Assistance	3
3. Federal Economic Development Assistance	7
4. Starting a New Business	11
5. Financing Your Business	13
6. Research, Innovation and Product Development	19
7. Marketing Your Products and Services	31
8. Developing Your Work Force	43
9. Adjusting to Change	51
10. Assistance to Specific Sectors	57
11. Regional Development Assistance	87
12. Assistance to Small Business	95
ANNEXES	
A. Financial Assistance Programs	107
B. Government Services and Information	197
C. Taxation Measures	231
D. Departmental Offices	251
INDEX	269



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Chapter 1:

INTRODUCTION

This handbook was published by the Ministry of State for Economic Development to serve as a handy guide to all the programs and services which are available to the business community from the federal government. It is oriented particularly to the needs of the small and medium-sized firm.

This handbook was written for the business owner or manager. Therefore, the following chapters have been organized to answer the questions that business people ask most often about federal programs:

What advice can I get in starting a new business?

What help can I get in financing my business?

What incentives are available for research, innovation and development?

What assistance can I get in marketing my products?

What help can I get in developing my work force?

What help is there if I have to adjust to major market changes?

What special help is available for specific sectors?

What support is available for firms in slow-growth regions?

What particular measures are available to help small businesses?

In response to each of these questions the handbook describes financial assistance, tax incentives and the range of services provided by the federal government to business. It describes the mix of assistance that is available, explains who qualifies, and indicates how to apply.

Chapter 2:

HOW TO GET INFORMATION AND ASSISTANCE

The federal government provides a wide range of programs, tax incentives and services to promote the expansion of business in Canada. How do you find out what assistance is available? And then, how do you go about getting it?

There are four ways to get the information you need, and to get help in making your application:

1. *This Handbook*;
2. *Business Information Centre Hot Line*
(Zenith 0-3200);
3. *Your Local Federal Business Development Bank Office*; and
4. *Local Offices of Government Departments*
(Industry, Trade and Commerce, Regional Economic Expansion, Employment and Immigration, etc.).

THIS HANDBOOK

The chapters of this handbook are mainly organized in terms of business problem areas, such as financing or marketing. You will also find chapters on assistance for specific sectors and geographic regions. While the assistance programs and services listed are usually available to all businesses, the emphasis is often on smaller firms. A concluding chapter therefore summarizes assistance specifically for small business. Chapters provide both a description of major programs and services, and a tabulation of relevant assistance available.

For easy reference, the Annexes to the handbook list programs and services, and indicate where to apply for the assistance they offer. Major taxation measures are also described; more information on these can be obtained from your professional advisor or from a tax planning guide. In addition, lists of local offices of government are provided, to make it easier for you to obtain help. References given throughout the text provide cross-referencing to the Annexes and to other chapters.

BUSINESS INFORMATION CENTRE HOT LINE

If you have any questions not answered by this handbook, feel free to call the Business Information Centre "hot line" Zenith 0-3200 (a toll-free number)—the staff are there to help you get the answers you need. Your call will be connected to the Business Information Centre nearest you, and will be answered by knowledgeable officers who can:

- answer your questions about government assistance to business;
- explain what assistance is available to solve your particular business problem;
- provide information on provincial business assistance; and
- put you in touch with the person in charge of a particular program or service, who will then explain how to obtain the assistance you need and send you the application form, if one is required.

Business Information Centres are now being opened in each region of the country to provide this free information "hot line" service. In addition to the use of the Zenith number, these regional Centres can be called locally as follows:

St. John's	(709) 737-5000
Halifax	(902) 426-7910
Fredericton	(506) 452-3808
Charlottetown	(902) 894-3926
Montreal	(514) 283-8185
Toronto	(416) 369-4941
Winnipeg	(204) 949-2381
Regina	(306) 569-6666
Edmonton	(403) 425-7063 (also serves N.W.T.)
Vancouver	(604) 666-2014 (also serves Yukon Territory)

YOUR LOCAL FEDERAL BUSINESS DEVELOPMENT BANK OFFICE

If you want to sit down with someone to discuss in more detail how the federal government can help you, you should get in touch with your nearest office of the Federal Business Development Bank (FBDB). This is more than just a lending institution. With more than 90 offices throughout the country (D.10) it helps thousands of businesses each year through the following kinds of assistance:

- Small Business Information Service* - Your local FBDB branch offices offer a free enquiry and referral service which provides up-to-date information to small businesses about assistance available from federal and provincial governments. The FBDB staff will be pleased to

explain government programs to you in detail, and guide you to the people who administer these assistance programs. Last year, this service put over 30,000 businessmen in touch with the right contact person in government departments. FBDB also organizes regular information sessions on government programs for business people, and publishes information booklets which are free on request (B.410).

—*Management Counselling* - Your local FBDB office also provides *Counselling Assistance to Small Enterprises* (CASE) for firms of up to 75 employees. For a nominal fee, experienced counsellors who are retired businessmen will review your plans for a new or expanded business, and provide recommendations and advice about incorporation, financing, marketing and operations, etc. (B.406). The CASE Program is partially funded by the federal government, and is operated independently of FBDB's financial assistance services. This program is popular with small businesses, which are able to draw on the knowledge and experience of people who know and understand the problems of developing a small business. It also helps small business owners and managers through "the bureaucratic maze", and helps them prepare applications for assistance from government programs. Call your local FBDB office if you need someone to help you apply for assistance from any of the programs mentioned in this handbook (D.10).

LOCAL OFFICES OF GOVERNMENT DEPARTMENTS

Government departments are pleased to provide information and advice on their area of responsibility. For example, the Department of the Environment (B.207, B.306-307, B.311, B.315-316, B.516) provides land use and capability data, water resource data, forestry services, information on environmental impacts, advice on how to reduce pollution and, perhaps the most widely known service of all—weather forecasts.

To obtain specific information on services and programs offered by individual federal departments and agencies such as Industry, Trade and Commerce; Regional Economic Expansion; Federal Business Development Bank; Canada Employment and Immigration Commission; Supply and Services; and the Export Development Corporation, you may want to contact their local offices. Annex D provides lists of these departments' local offices. You can also find the telephone numbers of local offices under "Government of Canada" in your telephone directory, or call the Business Information Centre "hot line" (Zenith 0-3200) to get the number of the nearest office of the department you want to reach.

Annex D also lists provincial departments and ministries of industry or economic development, and the Business Information Centre “hot line” can direct you to local offices of these and other provincial ministries to find out about their programs and services to business.

Chapter 3:

FEDERAL ECONOMIC DEVELOPMENT ASSISTANCE

What is the extent of federal economic development assistance to the business community? The federal government provides over \$8 billion each year in grants, expenditures, contributions, loans, loan guarantees and insurance to promote economic development in Canada. Of this amount, more than \$6 billion is provided in direct support to business, including independent businessmen, fishermen and farmers. In addition special tax incentives, designed to stimulate economic development, reduce taxes by hundreds of millions of dollars each year. Numerous federal services also play a major role in the federal economic development effort.

This extensive federal direct support for business firms is generally aimed at the following concerns that you will be familiar with:

- strengthening the financial condition of business;
- encouraging research and development;
- promoting exports;
- upgrading labour skills;
- developing management expertise;
- facilitating adjustment and restructuring;
- reducing market risks;
- improving market knowledge and know-how; and
- promoting regional development.

Direct Financial Support to Business

The table which follows lists some of the major federal programs which provide direct financial support to business. Not included in this list are direct subsidies to business such as the Canadian Transport Commission subsidies (A.821) to the railway industry (\$292 million), railway rehabilitation assistance (\$70 million), shipbuilding subsidies (\$59 million), subsidies to dairy farmers (\$294 million) and oil import compensation payments to eastern refineries (\$631 million). Direct support to various industries is also provided under the Department of Regional Economic Expansion's subsidiary agreements. In addition, special contributions are made from time to time to

stimulate particular economic development opportunities. For example, the federal government has recently approved incentive grants totalling more than \$80 million for the expansion of major drydock facilities in British Columbia, Newfoundland and New Brunswick, and for the construction of a major new automotive factory in Ontario.

MAJOR PROGRAMS OF DIRECT FEDERAL ASSISTANCE TO BUSINESS

(\$ Millions in 1978-79 or latest year)

	Grants & Contrib.	Loans	Loan Guarantees/ Insurance	Total
FINANCING				
Federal Business Development Bank		556		556
Regional Development Incentives	77			77
Small Business Loans			200	200
Farm Improvement Loans			232	232
Fisheries Improvement Loans			27	27
Farm Credit Corporation		513		513
Indian Economic Development Fund	32	3	3	38
EXPORTS				
Export Development Corporation				
—Export Loans and Guarantees			1,071	1,071
—Export Insurance (Value of Goods)			1,299	1,299
Program for Export Market Development	6			6
Promotional Projects Program	5			5
RESEARCH AND DEVELOPMENT AND INNOVATION				
Industrial Energy R&D Program	2			2
Industrial Research Assistance Program	18			18
Enterprise Development Program	26			26
Defence Industry Productivity Program	40	6		46
Program for Industry Laboratory Projects	8			8
Scientific & Technology Employment Program	6			6
Unsolicited Proposals Program	14			14
Cooperative Projects with Industry	2			2
LABOUR FORCE				
Canada Manpower Industrial Training Program	84			84
Job Experience Training	45			45
ADJUSTMENT ASSISTANCE				
Enterprise Development Program		6	120	126
Canada Manpower Mobility Program	12			12
Canada Manpower Consultative Service	3			3
Adjustment Assistance Benefits	3			3

Indirect Economic Development Support

While this handbook focusses on the direct assistance—both financial and services—available to you from the federal government, the government's economic development effort also includes several billion dollars of further support for economic development. For example, through Petro-Canada, Atomic Energy of Canada, Eldorado Nuclear, and the Lower Churchill Development Corporation, the federal government is directly engaged in bringing on stream numerous multi-billion dollar energy projects to help provide the energy needed for Canada's economic development. The Canada Employment and Immigration Commission spends over half a billion dollars annually to upgrade the skills of the labour force through the Canada Manpower Training Program. Through Development Agreements with each province and the Yukon Territory, more than \$300 million a year is provided for industrial development and infrastructure, as well as to the agriculture, forestry, fishing, mining and tourism industries. In addition, the federal government spends more than a billion dollars annually on research and development in government laboratories, in order to keep Canada at the forefront of industrial, agricultural, forestry, fisheries and energy technologies.

The high priority given to economic development by the federal government is reflected in this extensive range of assistance, and particularly in the direct assistance—outlined in detail in this handbook—that you can access.

Chapter 4:

STARTING A NEW BUSINESS

If you are planning a new business, you will want to have a large number of questions answered. Among the most important are—"Should the operation be set up as a sole proprietorship, a partnership, or a corporation?"; "Will the market demand for the product or service support the proposed business?"; and "How much capital is required and how best can financing be obtained?" Advice on these and other key questions is provided by the Federal Business Development Bank, and the offices of certain federal departments and agencies.

Federal Business Development Bank

The Federal Business Development Bank (FBDB) is the main source of federal assistance and management services for someone starting a new business. FBDB arranges courses, in co-operation with provincial education officials, on the steps to follow in setting up a new business in Canada. FBDB has also prepared a series of booklets outlining various aspects of business operations such as credit financing, marketing, etc.—providing essential information for someone setting up a small business for the first time (B.410).

In addition, FBDB staff have a wealth of experience in providing practical guidance related to your business plans and the requirements you must meet. FBDB's *Small Business Information Service* will also advise you on assistance available from federal and provincial governments (B.410). Where more in-depth counselling is required, FBDB's low cost *Counselling Assistance to Small Enterprises* (CASE) service is available to provide you with the knowledge and experience of former businessmen (B.406). To obtain assistance from any of these services, contact your local FBDB Branch Office (D.10).

Other Federal Departments and Agencies

In addition to the above, the *Departments of Industry, Trade and Commerce* (D.2) and *Regional Economic Expansion* (D.3), located in all

provinces, provide advice and assistance on market conditions as well as on financial support that is available. The *Department of Consumer and Corporate Affairs* provides guidance for businesses wishing to incorporate under the Canada Business Corporations Act (B.507). The Department also provides assistance for firms in cases of bankruptcy (B.501).

Chapter 5:

FINANCING YOUR BUSINESS

One of the most common business problems is obtaining adequate debt and equity financing, whether for start-up or expansion. The federal government understands the importance to Canadian business of having financing available at reasonable cost, and has implemented a range of programs and tax measures which help provide you with the funds you require.

The federal government makes available over a billion dollars each year in business financing via loans, loan guarantees, contributions and grants. In addition, incentives by way of tax reductions run into the hundreds of millions of dollars. What are these programs, and how can you obtain assistance from them?

The main types of financial assistance offered by the federal government are:

—*Loan Guarantees and Insurance*

Guaranteeing small business and other loans.

—*Loans*

Offering you assistance through the Federal Business Development Bank and other agencies.

—*Grants*

Providing you with assistance through a number of incentive programs.

—*Tax Measures*

Making financing easier through various tax measures.

LOAN GUARANTEES AND INSURANCE

Under the *Small Business Loan* program, the federal government will guarantee a loan of up to \$75,000 which you negotiate with your local bank manager, or any trust company or cooperative credit union. These loans can be for equipment, premises or land.

The interest rate on these loans is one percent above the prime interest rate, and the loans are limited to firms with actual or anticipated sales of less than \$1.5 million per annum. These loans average \$18,000, and some \$200 million were loaned in 1978-79 (A.102). Similar guaranteed small business loans are available for *farmers* (A.201) and *fishermen* (A.206).

Other loans are federally guaranteed for various worthwhile purposes, such as the *Enterprise Development Program's* high risk loans for restructuring in manufacturing and processing, provided proposals are a sound business proposition (A.302).

LOANS

The primary source of federal loan funds is the *Federal Business Development Bank* (FBDB), a federal crown corporation which provides financing to Canadian business people who have encountered difficulty in obtaining support from other lending institutions. With 90 offices across Canada (D.10) there is an FBDB office in almost every large community. Your local FBDB office offers financing by means of loans, loan guarantees, equity financing, or a combination of these methods. The qualifications for FBDB financing are that the investment in the business from non-FBDB sources should ensure a continuing commitment of these sources, and that the business should have a reasonable chance of being successful. Loans are offered at competitive rates of interest, and range from a few thousand dollars to more than \$100,000. FBDB's loans average \$45,000 with a 7-8 year term. Most of FBDB's customers use their loans to buy buildings, land or equipment; some use FBDB's financial assistance to strengthen their working capital. In 1978-79, FBDB provided loans and equity financing of over half a billion dollars to small and medium-sized businesses across Canada (A.101).

If you are a farmer, the *Farm Credit Corporation* offers various financial services including long-term mortgage credit. Loans in 1978-79 totalled \$513 million (A.202). Small business loan financing is also provided federally for *Indians* (A.105) and *Eskimos* (A.106), and for residents of the *Yukon* (A.103) and *Northwest Territories* (A.104). Under federal-provincial agreements, forgivable loans are offered in slow-growth regions in several provinces for small business manufacturing or processing development, and for tourism development (A.400 series).

GRANTS

Most of the incentive programs listed in this handbook provide you with financial assistance in the form of shared-cost contributions and grants. (For simplicity these are generally referred to as grants in the rest of this handbook.) This support, offered for a wide range of purposes, totalled over \$300 million in 1978-79.

Examples of major programs providing incentive grants are the *Enterprise Development Program*, which provided \$26 million in 1978-79 in necessary financing for relatively high risk industrial innovation projects (A.302), and the *Regional Development Incentives Program* which allocated \$77 million in 1978-79 to businesses locating, expanding or modernizing in slow-growth regions of Canada (A.401).

TAX MEASURES

In addition to direct financial assistance, the federal government has implemented a number of tax incentives to make the financing of business expansion easier through the improvement of internal cash flow. While you should be aware of all tax measures of advantage to you, as listed in Annex C, some in particular may reduce your financing problems. Among the more important measures are the *Investment Tax Credit* (C.101), *research and development write-offs* (C.104), *accelerated capital cost allowances* (C.102), *tax reduction on manufacturing and processing profits* (C.103), *small business tax reductions* (C.105), and the *inventory allowance* (C.203).

SUMMARY: FINANCING YOUR BUSINESS

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
Small Business Loans	Assist small business in securing loans, other than for working capital, through banks and other commercial lenders.	Loan guarantees up to \$75,000. Floating interest rate is one percentage point above prime rate.	A.102
Farm Improvement Loans	To finance farm implements, livestock, agricultural equipment, farm buildings, land, repairs and overhauls.	Loan guarantees up to \$75,000.	A.201
Fisheries Improvement Loans	To purchase or repair fishing vessels, equipment, shore installations.	Loan guarantees up to \$75,000	A.206
Federal Business Development Bank (FBDB)	Loans largely for purchase of buildings, land or equipment; also used to strengthen working capital.	A lender of last resort for Canadian business; can also arrange loan guarantees and equity financing.	A.101
Farm Credit Corporation	Loans to buy farm land, make permanent improvements, purchase breeding stocks, farm equipment, and pay debts.	Long-term mortgage credit to farmers individually or jointly, and to farming corporations. Special "Beginning Farmer Loans" for new farmers less than 35 years old.	A.202
Indian Economic Development Fund and Eskimo Loan Fund	Assist businesses run by, or primarily for the benefit of, Indians and Eskimos.	Loans	A.105 A.106
Yukon and Northwest Territories Business Funds	Provide term loans in Yukon, NWT when not otherwise available.	Loans	A.103 A.104

NWT Financial Assistance Program	Assists various types of business, especially those owned or operated by the Territories' original peoples.	Grants, loans, interim financing.	A.113
Enterprise Development Program	Last resort assistance for high risk business adjustment and product/process innovation.	Loan guarantees and grants as required in particular circumstances.	A.302
Regional Development Incentives Program	Financial assistance based on capital, wages and salary costs associated with new production, expansion or modernization in designated regions.	Grants based on approved project costs; assistance varies by region, type of project. Loan guarantees for commercial facilities.	A.401
Federal-Provincial Development Agreements	Encourage development of manufacturing, processing, service and tourism industries in British Columbia, Alberta, Saskatchewan, Manitoba, Nova Scotia, New Brunswick, P.E.I., and Newfoundland.	Grants, interest rebates, loans and forgivable loans. Application through provincial governments or DREE provincial offices.	A.400 Series
Tax Measures:			
- Investment Tax Credit	Deduction from income taxes payable for investment in qualifying assets.	Special credits in designated regions (up to 20%), for R&D (up to 20%) and small business research (up to 25%).	C.101
- Research and Development Measures	Write-off of current and capital expenses; extra benefit for increased R&D effort.	100% write-off in year incurred; extra 50% for increases over past 3 year average expenditure.	C.104

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	
- Accelerated Capital Cost Allowances	Accelerated write-off of expenditures for specified business assets.	Applies to numerous assets, such as machinery and equipment for manufacturing and processing, certain vessels, pollution abatement equipment.	C. 102
- Manufacturing and Processing Profits	Reduces federal corporate tax rate on this type of income.	Corporate tax rate reduced to 30%, and to 10% for small business.	C. 103
- Small Business Tax Reductions	Reduces federal tax rate on Canadian controlled private corporations; lower rate for manufacturing and processing.	Rate for small business is 15% in general, 10% for manufacturing and processing.	C. 105
- Inventory Allowance	Tax deduction on costs of inventory.	3% deduction of opening value of qualified inventories.	C. 203

Chapter 6:

RESEARCH, INNOVATION AND PRODUCT DEVELOPMENT

Recognizing the great importance of research and innovation in ensuring Canada's continued economic development, the federal government provides a number of services, tax incentives and support programs to encourage you to invest in R&D. This federal assistance falls into four main categories:

—*Information and Services*

Providing you with up-to-date information on new inventions and developments, operating government testing and laboratory facilities, and administering the patent system.

—*Support for Industrial Research, Innovation and Product Development*

Providing companies with over one hundred million dollars a year for research projects through programs supporting industrial research (e.g. Industrial Research Assistance Program), reducing risk in product development (e.g. Enterprise Development Program), and encouraging innovative activities in specific industrial sectors (e.g. Defence Industry Productivity Programs); providing you, in addition, with a range of tax incentive measures.

—*Government Research and Technology Transfer*

Promoting your research and development capabilities through “contracting-out” federal requirements, and supporting the commercialization of products and ideas based upon research undertaken in federal laboratories.

—*Industrial Research Facilities*

Providing initial funding to establish research facilities to help you.

INFORMATION AND SERVICES

National Research Council

Before beginning research on an entirely new product, you will want to know what products and techniques have been developed already. The federal government provides a number of services to help you. As a source of up-to-date scientific and technical information, the *National Research*

Council (NRC) can help and advise on technological or scientific problems relating to many phases of industry or business (B.203). In addition to staff consultations, the *Technical Information Service* (TIS) can bring NRC's extensive knowledge to your door (B.205). TIS is primarily directed at smaller businesses which lack their own technical resources. TIS field officers across Canada provide direct in-plant assistance on a confidential and self-help basis through their:

- Advisory Service* which responds at no cost to your technical problems and questions;
- Manufacturing Science and Technology Service* which provides industrial engineering know-how, at no cost to you, by undertaking detailed in-plant studies; and
- Technical Awareness Service* which keeps you informed of innovations and developments in your field of business.

The *Canadian Institute for Scientific and Technical Information* (CISTI) provides a more general library service. It acquires and stores a very wide range of information, and makes this available to businesses of all sizes as well as to the scientific and medical communities. At minimal or no cost, CISTI can furnish regular reports tailored to your specific information needs (B.201).

Government Testing and Laboratory Facilities

A number of federal departments undertake research, and are pleased to provide you with their research findings (See also Chapter 10: Assistance to Specific Sectors). Some departments also provide the use of their facilities to firms in related sectors. For example, the National Research Council has wind tunnels, engine test facilities, low temperature laboratories, and a marine dynamics and ship laboratory (B.203); the Department of Communications provides testing facilities for space projects (B.204).

Patents, Trade Marks and Industrial Design

The system of patents, trade marks and industrial design registration provides protection to individuals or businesses for new products, processes, or designs that they have developed; it also informs the business community of new developments.

The *Patent Office* provides two kinds of services to businessmen. If you have developed a new product or process, you may protect it by obtaining a patent which entitles you to a 17-year exclusive right to make, use and sell your invention in Canada. In return for this right, you must provide a full description of the invention for the public record. The Patent Office's public library provides information on Canadian and foreign patents, and will sell

you copies of any Canadian patent. Through the publication *Patent Office Record*, you can find out about new inventions as soon as they become public. You can also find out who owns the patent, should you be interested in making licensing arrangements (B.511).

Technical innovations originating in government and non-profit research organizations are often channelled through *Canadian Patents and Development Limited* (CPDL), which arranges licences for items with commercial potential. CPDL maintains and advertises an inventory of available inventions. It also supports an *Inventors' Assistance Program*, which will give an inventor an early assesment of the potential of his invention, and make recommendations on its further development (B.508).

The *Trade Marks Office* registers trade marks, giving owners the exclusive right to use these on products or to identify their services for a period of 15 years, which is renewable (B.515). An "industrial design" is an original artistic design or ornamentation applied to a manufactured article. Registration of an industrial design with the *Office of Industrial Design* gives its owner the exclusive right to its use in Canada for a period of five years, renewable once (B.505).

SUPPORT FOR INDUSTRIAL RESEARCH, INNOVATION AND PRODUCT DEVELOPMENT.

Support for Industrial Research and Development

Assistance in meeting the professional and technical staff costs of your research projects is provided through several federal programs. The *Industrial Research Assistance Program* (IRAP) pays staff salary costs, covering about 50% of the overall costs of selected research projects. This program aids Canadian companies wishing to expand through new product development, and provides financing to projects with high technological and economic payoff. In recent years, the IRAP program has provided support to more than 250 projects each year, with grants totalling close to \$20 million annually. The *Mini-IRAP Program* assists firms which are not large enough to maintain a separate research facility of their own, by paying the salaries of individuals in research organizations working on projects for business clients (A.507).

The *Scientific and Technical Employment Program* (STEP) subsidizes companies who hire unemployed scientists, engineers and technicians for new and significant initiatives. An extension of this successful program, called *STEPEX*, provides subsidies for unemployed research staff hired by universities and research institutes to carry out projects requested by private sector firms (A.516). *Industrial Post-Doctoral Fellowships* share with industry the costs of employing highly qualified graduates (A.506).

Other industrial R&D support is provided through the *Industry Energy Research and Development Program* (IERD), which encourages Canadian industry to undertake R&D on new processes and equipment which will reduce energy consumption. With project costs normally shared on a 50-50 basis, approximately \$1.5 million in grants are provided annually (A.508). *Demonstration projects* are also sponsored by various departments. An example is the federal-provincial cost-shared demonstration program for renewable energy and conservation, whose funds support projects by industrial, commercial or non-profit organizations (A.503).

Support for Innovation and Product Development

Up to \$60 million a year is now provided to small and medium-sized manufacturing and processing companies for high risk innovative projects under the *Enterprise Development Program* (EDP), which is administered by regional Enterprise Development Boards chaired by businessmen. Up to 75% of the costs of approved projects is contributed by the government. Financial assistance for EDP proposal preparation and for industrial design costs is also available. This program complements the Industrial Research Assistance Program, by providing assistance for the development of your projects which have passed the research stage. EDP replaced seven previously independent incentive programs (A.302).

In addition to the help available through EDP, design assistance is provided by *Design Canada*. Aimed primarily at the small and medium-sized business, Design Canada encourages Canadian product design and development through management training, technical advisory assistance, information seminars, and promotion of the design professions (A.805). The federal government also supports development of product standardization through the *Standards Council of Canada* (B.512).

Support for Specific Industries

The federal government provides support for research and development in a number of industry sectors, as indicated in Chapter 10: Assistance to Specific Sectors. The following illustrate this industry-specific support:

—*Defence*: Through the *Defence Industry Productivity Program* (DIP), assistance of over \$40 million per year is provided to Canadian firms to sustain and develop their technological capability for defence export sales, or associated civil export sales. Grants of up to 50% of eligible costs, and repayable loans, are offered for research and development projects, as well as for financing approved capital equipment (A.301).

- Solar Energy*: A new *Program of Assistance to Solar Equipment Manufacturers* (PASEM) will stimulate the design, development, and manufacture of solar equipment and systems through the provision of proposal and development contracts (A.512).
- Heavy oil*: Under the *Canada-Saskatchewan Heavy Oil Development Agreement*, contributions are available towards the capital costs of projects proposed by oil companies to develop enhanced methods of recovering heavy oil (A.505).
- Fashion*: The Canadian fashion industry is served by the non-profit organization Fashion/Canada, which administers the *Fashion Design Assistance Program* (FDAP). Fashion/ Canada increases the international competitiveness of the Canadian apparel, textile, leather and footwear industries through internships, training-in-industry, grants and promotion (A.806).

Tax Measures

In its drive to stimulate more research and development in Canadian industry, the federal government has introduced major tax incentives for companies in recent budgets. The key tax incentives available to your company are as follows:

—*Immediate Full Tax Write-Offs*

All expenditures in Canada for scientific research can be deducted for tax purposes in the year in which they were incurred. Current and capital expenditures (excluding land) are eligible for this tax write-off provision (C.104).

—*Special Deduction for Increased R&D*

In addition to the above, a deduction is allowed of 50% of the increase in the level of scientific expenditures over the previous three year average, until 1988 (C.104).

—*Investment Tax Credit*

Current and capital expenditures for scientific research also qualify for an investment tax credit, which varies according to the region of Canada in which the research is carried out. The November 16, 1978 Budget proposed to increase the tax credit to 20% for research performed in the Atlantic Provinces and the Gaspé, and 10% elsewhere in Canada. It also proposed a tax credit of 25% for research performed anywhere in Canada by Canadian controlled private corporations which qualify for the small business deduction. The tax credit each year is limited to the first \$15,000 of federal tax payable, plus half the excess; unused credit may be carried forward up to 5 years (C.101).

GOVERNMENT RESEARCH AND TECHNOLOGY TRANSFER

Contracting-Out

The federal government has adopted a policy of contracting-out as much of its science and technology requirements as possible to the private sector. As a result of this policy, numerous Canadian companies receive contracts from the federal government for research and development projects. These cover a wide range of subjects, from aquatic weed control (A.616) to oilspill technology (A.510).

To participate in government R&D funding, you should contact the *Science Centre* of the Department of Supply and Services. The Science Centre will provide you with “The Research and Development Bulletin”, a monthly publication listing projects which are to be contracted-out to the private sector. You can also ask the Science Centre to place you on the *Science Procurement Information Network* (SPIN), which is a catalogue of the scientific and technical capabilities of firms and individuals. Since SPIN is used to generate lists of potential contractors for specific government R&D contracts, it is a good way to benefit from the government’s contracting-out policy (B.III).

If your company has an R&D proposal related to government activity and you feel government assistance should be provided, try submitting it to the Science Centre under the *Unsolicited Proposals Program*. Approximately \$15 million in contracts are approved each year under this program (A.518).

Making Use of Government Research

Many of the results of research undertaken or funded by the government may have commercial applicability. To facilitate this, *Canadian Patents and Development Limited* was recently given a clearing-house function for technology transfer from government laboratories to industry (B.508).

In order to accelerate technology transfer, there are two incentive programs. The *Program for Industry/Laboratory Projects* (PILP) provides companies with financial and other assistance to promote the transfer to industry of National Research Council research results, and to develop their commercial application (A.511). This approach was recently extended to five federal departments which have research laboratories. Under the *Cooperative Projects with Industry Program* (COPI), the Departments of Agriculture; Communications; Energy, Mines and Resources; Environment; and Fisheries and Oceans offer similar financial assistance to firms who want to exploit government research to develop commercial products (A.502).

Grants are also awarded to researchers at Canadian universities to promote and capitalize on advances in research showing potential for eventual

exploitation in Canada. *Project Research Applicable in Industry* is undertaken in collaboration with business (A.513). *Strategic Grants in Aid of Research* (A.517) are also available to universities for developmental work in areas such as energy and the environment.

INDUSTRIAL RESEARCH FACILITIES

For many companies, especially those of smaller size, research can be prohibitively expensive. To alleviate this burden, the government has provided research institutes with seed money to enable them to provide you with research support, on a fee-for-service basis, through the following:

- The *Industrial Research Institute Program* (IRIP) has established a number of university-based research institutes which undertake research for, or provide technical services to, industry (B.202, D.8).
- Centres of Advanced Technology* at universities and other institutions have been provided with facilities and staff capabilities to help you to remain technologically advanced in your field (B.202, D.5).
- Industrial Research Associations* provide an enhanced research capability in particular fields. They currently exist for the welding, gas, and sulphur industries, and rely on company memberships as well as research income (B.202, D.7).
- For those in agricultural processing, two services of particular interest are the *Rapeseed Utilization Assistance Program*, an R&D effort to improve the utilization of rapeseed products (A.615), and the *Protein, Oil and Starch (POS) Pilot Plant Corporation* with facilities for the development of technology for processing grains and oilseeds (A.514).
- The government also intends to create up to five university-based *Industrial Innovation Centres* to aid industry in developing and commercializing new products and processes.

SUMMARY: RESEARCH, INNOVATION AND PRODUCT DEVELOPMENT

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
INFORMATION AND SERVICES			
National Research Council (NRC)	Assists and advises business on technological and scientific problems; also provides testing and research facilities.	Assistance is on request basis for problems in which NRC has expertise.	B.203
Technical Information Service (TIS)	Provides in-plant technological assistance and information services.	In-plant studies and advice.	B.205
Canadian Institute for Scientific and Technical Information (CISTI)	Collects scientific information and makes it available at minimal cost for specific requirements.	Tailored research reports available to individual firms.	B.201
Patent Office	Provides 17 years patents for new inventions (products and processes), and public disclosure of inventions and patentees.	Patents granted; new patents published; copies of new patents available.	B.511
Canadian Patents and Development Limited (CPDL)	Makes available to industry research findings, from government and non-profit organizations, through patent licensing and other product development services.	Arranges licences between inventor and user; assesses invention marketability and recommends further development. Supports Inventors' Assistance Program. Maintains an inventory of available inventions and government technology.	B.508
Trade Marks	Administration of Trade Marks Act, which gives owner of a registered trade mark 15 year exclusive right (renewable).	Trade Marks Office grants trade mark, maintains public record.	B.515

SUPPORT FOR INDUSTRIAL RESEARCH, INNOVATION AND PRODUCT DEVELOPMENT

Industrial Research Assistance Program (IRAP) and Mini-IRAP Program	Aids industrial research in Canada and finances projects with high technological and economic pay off. IRAP supports in-house projects, and Mini-IRAP supports projects for smaller companies undertaken in research organizations.	Pays salaries, involving about 50% of research project costs.	A.507
Scientific and Technical Employment Program (STEP) (also STEPEX)	STEP subsidizes hiring of unemployed scientists, engineers and technicians for new and significant initiatives. STEPEX subsidizes unemployed research staff hired by universities and research institutes for projects requested by private sector firms.	Subsidy per scientist, engineer or technician hired on approved projects for one year.	A.516
Industrial Post-Doctoral Fellowships	Subsidize costs of employing graduates in industrial research.	Subsidy of \$13,000 plus travel costs for one year.	A.506
Industrial Energy Research and Development Program (IERD)	Encourages research on products and processes which reduce energy consumption.	Grants of up to 50% of project costs.	A.508
Enterprise Development Program (EDP)	Assists with product development costs, including high risk innovative projects, proposal preparation, and industrial design.	Grants of up to 75% of costs.	A.302

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
Design Canada	Encourages better Canadian design and product development.	Financial incentives, management training, technical advisory assistance, information seminars, and encouragement of design professions.	A.805
Standards Council of Canada	Promotes standardization.	Advice; contributions to organizations.	B.512
Defence Industry Productivity Program (DIP)	Sustains and develops technological capability for defence or civil export sales arising from defence production capability.	Grants of up to 50%, and loans, for development projects, financing of approved capital equipment.	A.301
Program of Assistance to Solar Equipment Manufacturers.	Stimulates design, development and manufacture of solar equipment and systems.	Proposal and development contracts.	A.512
Canada-Saskatchewan Heavy Oil Development Agreement	To develop enhanced methods of recovering heavy oil.	Grants of up to 50% of capital costs of projects.	A.505
Fashion Design Assistance Program (FDAP)	To strengthen Canadian fashion design capabilities and promote Canadian fashion design.	Internships, training-in-industry experience, grants for special courses, promotions.	A.806
Tax Measures:			
- Immediate Write-Offs	Immediate 100% write-off of current and capital expenses for R&D.	Expenses can be fully written-off in year incurred.	C.104
- Special Deduction for Increased R&D	Additional income deduction for companies which are increasing Canadian R&D efforts.	Deduction of 50% of increase over previous 3 year average, allowed until 1988.	C.104
- Investment Tax Credit	Deduction from corporate taxes for qualifying current and capital R&D expenditures.	10% or 20% tax credit; 25% for R&D by small Canadian private business corporations.	C.101

GOVERNMENT RESEARCH AND TECHNOLOGY TRANSFER

Contracting-out	Encourages private sector research for government requirements.	Department of Supply and Services manages contracting system and maintains lists of potential contractors.	B.111
Unsolicited Proposals Program	Funds research proposals developed independently by private sector, which further government research objectives.	Proposals are reviewed and may be funded initially by DSS for a sponsoring department.	A.518
Program for Industry/Laboratory Projects (PILP)	Promotes transfer to industry of NRC research results, and development of their commercial potential.	Financial and other assistance, up to full underwriting of company's project/product development costs.	A.511
Cooperative Projects with Industry (COPI)	Extends PILP to Departments of Agriculture; Energy, Mines and Resources; Environment; Fisheries and Oceans; and Communications.	Financial and other assistance, up to full underwriting of company's project/product development costs.	A.502
Project Research Applicable in Industry	Support to universities to encourage commercial exploitation of university research.	Grants.	A.513
Strategic Grants in Aid of Research	Support to universities for research in areas of national concern (e.g. energy, environment).	Grants.	A.517

INDUSTRIAL RESEARCH FACILITIES

Industrial Research Institute Program(IRIP)	University research institutes provide research services for industry.	Firms contract with the university on cost-recovery basis.	B.202
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<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
Centres for Advanced Technology	Provide advanced technology research capability for industry use.	Firms contract with the centre on cost-recovery basis.	B.202
Industrial Research Associations	Provide research capability in specific fields (presently in welding, gas and sulphur industries).	Firms contract with the association on cost-recovery basis.	B.202
Rapeseed Utilization Assistance Program (RUAP)	Research and development for improving manufacture of rapeseed products.	Grants to Rapeseed Association of Canada, which funds research in universities and institutes.	A.615
Protein, Oil and Starch (POS) Pilot Plant Corporation	Develops technology for processing grains and oilseeds.	Offers facilities for development work.	A.514

Chapter 7:

MARKETING YOUR PRODUCTS AND SERVICES

The federal government has developed a range of support services and incentive programs to assist you in identifying and developing markets for your products and services, and to help you finance your sales. This federal assistance has the main objectives of promoting exports and developing the export capability of Canadian industry, helping firms sell to government, and maintaining orderly markets in Canada.

—*Exporting*

Providing you with the services of trade commissioners abroad, helping finance the sale of your products in overseas markets by providing loans and insurance totalling over \$2 billion each year through the Export Development Corporation, promoting your products abroad, helping you sell to foreign governments, and offering other exporting services.

—*Selling to the Canadian Government*

Advising you as to federal requirements, keeping your firm represented on source lists, supporting Canadian firms through procurement policies and offsets, and helping specific sectors.

—*Marketing in Canada*

Promoting sales in Canada through maintenance of orderly markets, advertising, import analysis, and advice on marketing and distribution.

Special marketing assistance provided for resource sectors such as agriculture (B.301), fisheries (B.304) and forestry (B.306), as well as for the defence industry (A.301), is described in Chapter 10: Assistance to Specific Sectors.

EXPORTING

Market Advisory Services

The *Department of Industry, Trade and Commerce's* Trade Commissioner Service and International Bureaux in Ottawa provide the focal points for federal advice on exporting.

As a service to Canadian business, the federal government maintains trade commissioners in sixty-seven countries around the world. The *Trade Commissioner Service* (TCS) provides assistance to Canadian exporters and aids foreign buyers in locating Canadian sources of supply. In addition to providing the link between buyer and seller, the trade commissioner acts as an export market consultant to Canadian exporters in all phases of marketing, including identification of export opportunities, assessment of market competition, introductions to foreign businessmen and government officials, screening and recommending agents, guidance on terms of payment, and assistance with tariff or access problems. The Trade Commissioner Service responds annually to more than 35,000 requests for assistance from Canadian business, and directs over 45,000 enquiries from foreign buyers to Canadian firms listed in the *Exporters Directory* (B.110) and the *Business Opportunities Sourcing System* being developed. Trade commissioners also play an active role in developing trade relations with countries abroad, watching for market opportunities, encouraging promotional efforts, and developing joint industrial co-operation agreements (B.113).

If you want the Trade Commissioner Service to assist your company to find overseas markets for your products, contact your nearest *regional office* of the Department of Industry, Trade and Commerce (ITC). These offices, located in each province, assist exporters with market planning and can arrange for the assistance of overseas trade commissioners (D.2).

ITC's *International Bureaux* provide the following types of information (B.107):

- Market Information* giving economic outlooks for individual countries, and information on the market for particular products;
- Market access information* on tariff rates, regulations, licensing, non-tariff barriers, product standards, required documents, etc; and
- Publications* including information on a wide range of "Markets for Canadian Exporters".

Recognizing that the U.S.A. is our major export market, a special in-depth advisory service is provided on U.S. Customs and other access requirements.

Export Insurance and Guarantees

The major form of federal financial support for your exports is provided by the *Export Development Corporation* (EDC), a federally-owned corporation with a multi-billion dollar capacity to finance export sales through loans, loan guarantees and export insurance:

- Credit Insurance*: Provides insurance against up to 90% of losses caused by non-payment of foreign buyers (A.108).

- Loans and Loan Guarantees*: Provides loans and loan guarantees needed by overseas purchasers of Canadian goods and services when commercial financing is not available for the purchase. EDC provides loans and guarantees at internationally-competitive rates, thereby promoting the sale of such exports as capital equipment and engineering services (A.107-108).
- Foreign Investment Guarantees*: Insures new Canadian investments in developing countries from loss or damage; the investor carries 15% co-insurance (A.109).
- Surety and Performance Guarantees*: Insures Canadian firms against foreign calls on a guarantee, or non-performance by a consortium partner (A.110).

To provide you with insurance coverage against unknown and unanticipated risks for which insurance was previously not available, the federal government is in the process of establishing an *Ultimate Risk Insurance Program*.

Export Market Development

Trade promotion is encouraged through the *Promotional Projects Program* (PPP), which helps you to expand your export markets through three general types of trade promotion techniques:

- Trade Fairs Abroad*, for which a complete exhibition service is provided on a shared-cost basis;
- Trade Missions*, covering travel and other costs for outgoing missions to negotiate trade agreements, and for incoming missions to promote Canadian products and capabilities; and
- Trade Visitors*, covering travel and living costs for influential foreign representations and technical trainees.

Companies are invited to participate in PPP projects by the Department of Industry, Trade and Commerce, choosing from firms listed in the "Exporters Directory". If you want to be considered, you should ensure that your firm is listed (A.306).

While PPP supports federal initiatives for export development, the *Program for Export Market Development* (PEMD) responds to requests by firms. This program provides incentives for Canadian firms to enter new export markets or expand existing markets overseas or in the U.S.A. It provides grants of up to 50% of your costs incurred in breaking into new markets. Specifically, PEMD now provides over ten million dollars annually for the following types of export initiatives:

- Participation in capital projects abroad;

- Market identification (visits by business people to new market areas);
- Participation in trade fairs abroad (not included in PPP);
- Incoming buyer visits; and
- Export consortium assistance (to promote small and medium-sized firms to form export consortia).

If export sales are achieved as a result of the PEMD assistance, then the federal grant is repayable at a rate of 1% of your gross sales for up to three years (A.303).

The *Pre-Investment Incentives Program* assists Canadian businesses seeking to expand their operations by establishing an enterprise or forming a joint venture in developing countries. Grants are available for starter and feasibility studies; for the latter, the program pays 50% of your allowable costs up to \$100,000 (A.807).

Selling to Foreign Governments

Assistance in obtaining procurement contracts with foreign governments is provided by the *Canadian Commercial Corporation* (CCC), a crown corporation. Each year the CCC helps over 400 firms to obtain government contracts in 90 different countries. Many of the contracts are linked to Canadian aid projects in less developed countries, and are financed by the Canadian International Development Agency. Over the years, CCC has helped Canadian firms to obtain over \$7 billion in export orders from foreign governments. CCC acts as the prime contractor with the foreign government, and subcontracts with Canadian suppliers (B.101).

The *Canadian International Development Agency* (CIDA) administers Canada's international development assistance program involving over 70 countries. Canadian exports are promoted through bilateral aid, involving grants and loans which are tied to the purchase of Canadian goods and services. If you are a manufacturer, supplier, consultant or other professional interested in providing goods or services, you should register with CIDA (B.102).

Other Exporting Services

When you operate abroad, the *Department of External Affairs* provides a range of services including advice on conditions in overseas countries, consular services, and protection of Canadian interests abroad.

The *Office of Overseas Projects* was established to increase Canadian participation in capital projects in other countries. The Office is ITC's focal point for the identification of all capital and turnkey projects, and for the coordination of the response by Canadian firms. It assists you by coordinating contract bids and assembling financial packages to back Canadian bids on

major projects. The office also undertakes export market research and analysis, maintains a multilateral project information system, and publishes booklets on “Doing Business in Canada” and a “New Products Bulletin”. Its “Exporters Directory”, listing 8,000 Canadian companies, is used extensively by trade commissioners abroad; if you wish to export, ensure that you are included in this (B.110).

Another ITC service is the *International Trade Data Bank* which can provide information to businessmen on the imports and exports of 41 major trading countries. Operated on a fee-for-service basis, it can produce almost any statistical analysis that you require (B.108). ITC also publishes “Canada Commerce” giving information on business opportunities and international market conditions, and “Canada Courier” available in 5 languages giving international market exposure to Canadian products and services (B.107).

When you are exporting, tariff assistance is provided by the *Customs Drawback Program* (C.306) and *Remission of Duty* (C.304) which eliminate duty and taxes on certain imported goods that are used in manufacturing for export purposes. For goods that will cross several borders, the *Carnet System* allows customs arrangements to be made in advance; carnets are sold in Canada by the Canadian Chamber of Commerce (C.311).

To improve the competence of your managers in international business, courses are provided by universities supported through the *Management Advancement Program* (B.407).

SELLING TO THE CANADIAN GOVERNMENT

Government procurement, amounting to over \$2 billion each year, involves contracts with over 20,000 firms placed by the federal government’s purchasing agent—the *Department of Supply and Services* (DSS). If you wish to bid for some of this business, contact DSS which will gladly supply you with information on government requirements, and on how to sell goods and services to the government. DSS will send you the booklet “How to do Business with DSS”, the “Weekly Bulletin of Business Opportunities”, and the monthly “Research and Development Bulletin” (B.111).

Participation in procurement by small business is encouraged through exhibitions and seminars across the country, and by DSS’ new policy of requiring companies bidding on contracts to provide plans for subcontracting to small business.

For consideration as a potential supplier, you should have DSS place you on its source lists, which presently record some 60,000 firms capable of, and interested in, providing goods and services required by government (B.111). A computerized *Business Opportunities Sourcing System* (BOSS) is being

established to encourage Canadian and foreign purchasing from Canadian sources. Recently signed *Public Sector Cooperative Supply* agreements with several provinces and the Territories will make it easier for you to sell to both senior levels of government (B.111).

Various *Canadian preference* policies also help you in selling to government. For some products, only Canadian goods are purchased, and premiums are allowed for Canadian content in others. *Contracting-out* has significantly increased the number of printing, R&D and data processing contracts recently placed with small and medium-sized Canadian firms (B.111). *Unsolicited proposals* provide another means of marketing research capabilities to the federal government (A.518). Where it is necessary for the government to buy highly specialized products or equipment from foreign sources because there are no qualified Canadian suppliers, *offset agreements* are negotiated to provide Canadian firms with opportunities for parts supply, production and assembly, or joint ventures.

All government procurement helps promote industrial development. In addition, there are some special procurement programs to help individual sectors. For example, federal purchases of solar space and water heating systems under the *Purchase and Use of Solar Heating* (PUSH) program, will develop the associated manufacturing industry (A.814).

Services are also available to assist firms making purchases from the government—through the *Crown Assets Disposal Corporation* (B.513).

MARKETING IN CANADA

Maintaining Orderly Markets

The government relies primarily on market forces to ensure that companies operate in Canada's best interests. Fair competition in the marketplace is promoted and protected primarily through *Combines Investigation* (B.504), with penalties imposed in cases where unfair business practices prevent entry by new firms into certain lines of business or lead to inflated prices. The *Foreign Investment Review Agency* (FIRA) screens proposals from potential investors to ensure that new foreign investment is beneficial to Canadians. And the *Anti-Dumping Tribunal* (C.309) protects your firm from injury due to the dumping of foreign-made goods in Canada. Goods whose production is subsidized by foreign governments may be made subject to *countervailing duty* (C.308), and serious import threats to Canadian industry may result in an *import surtax* being imposed (C.310). Import controls have been established under the *Export and Import Permits Act* to prevent market disruptions for products such as clothing, textiles, and footwear where imports result in serious injury to Canadian producers.

Domestic Marketing

Sales of your products and services in Canada are promoted by various means, including the “Shop Canadian” federal-provincial advertising campaign. Extensive information about the domestic market is available from several sources. *Statistics Canada* (B.502) provides data on areas ranging from city blocks to all of Canada, and on matters ranging from broad economic indicators to external trade in individual products; these data can be keyed to your specific needs. The Department of Industry, Trade and Commerce’s *Import Analysis Branch* will provide detailed information on various classes of goods imported into Canada, undertake market surveys, and monitor specific imports. This information is particularly important for manufacturers who are experiencing serious dislocation as a result of import competition (B.103). The *Post Office* can also provide marketing information on numbers of businesses and households served by each letter carrier route, general delivery, and rural routes. It can also advise you on the best method of delivery using its numerous special delivery services (B.503).

To reduce the chance of high risk innovation or adjustment projects failing due to marketing problems, the *Enterprise Development Program* provides grants of up to 75% of the cost of your associated market feasibility studies (A.302).

If your company is in the Atlantic Region, you may wish to obtain marketing advice from the federal-provincial *Physical Distribution Advisory Service* (PDAS). Advice is provided to clients on problems relating to freight transportation, warehousing, inventory control, material handling, customer service, market forecasting, plant and warehouse site selection, delivery service, order processing and protective packaging (B.106).

SUMMARY: MARKETING YOUR PRODUCTS AND SERVICES

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
EXPORTING			
Trade Commissioner Service (TCS)	Provides liaison services in foreign markets; identifies Canadian foreign market opportunities for producers; assists with foreign rules and regulations.	Advice on markets, opportunities, access requirements.	B. 113
ITC International Bureaux	Provide information on foreign markets and market access, especially on U.S.A.	Advice and publications.	B. 107
Export Development Corporation (EDC)	Provides financial assistance to export sales through loans, loan guarantees, insurance and surety guarantees.	Credit insurance—up to 90% of losses caused by non-payment. Loans, loan guarantees—provided when needed to foreign purchasers of Canadian goods and services. Foreign investment guarantees—investor requires 15% co-insurance. Surety and performance guarantees.	A. 108 A. 107
Promotional Projects Program (PPP)	To encourage export sales through trade fairs outside Canada, trade missions, trade visitors. Companies invited to participate by ITC.	Shared-cost exhibition service; travel and other costs for missions and visitors.	A. 109 A. 110 A. 306

Program for Export Market Development (PEMD)	To assist Canadian firms enter new or expand existing export markets, through participation in foreign capital projects, visits to/by foreign buyers, trade fairs, export consortium assistance.	Grants of up to 50% of cost, repayable if increased export sales result.	A.303
Pre-Investment Incentives Program	Assists Canadian firms establishing an enterprise or a joint venture in developing countries.	Grants for starter and feasibility studies (50% of allowable costs to \$100,000).	A.807
Canadian Commercial Corporation (CCC)	Helps Canadian firms obtain orders from foreign governments.	CCC acts as prime contractor, and sub-contracts to Canadian suppliers.	B.101
Canadian International Development Agency (CIDA)	Canadian procurement under international development assistance program.	Bilateral aid tied to purchase of Canadian goods and services.	B.102
Office of Overseas Projects	Coordinates Canadian participation in capital and turnkey projects in other countries.	Coordinates contract bids, and assembles financial packages to back Canadian bids.	B.110
International Trade Data Bank	Provides trade data for 41 major trading countries.	Operates on a fee-for-service basis.	B.108
Customs Drawbacks	Returns duty and taxes on materials re-exported.	Duty and tax remission.	C.306
Carnet System	Allows advance customs arrangements for goods crossing several borders.	Carnets sold in Canada by Canadian Chamber of Commerce.	C.311
Management Advancement Program	Increases competence of managers in international business.	Courses developed at universities.	B.407

SELLING TO THE CANADIAN GOVERNMENT

Department of Supply and Services (DSS)

Procurement.

Booklets and bulletins on federal requirements; source lists maintained.

B. III

Public Sector Cooperative Supply Agreements

Cooperative supply by federal government with provinces or Territories.

Simplified business interface and large orders.

B. III

Canadian Preference Policies; Offsets

Encourage government purchases of Canadian goods and services.

Exclusive Canadian purchase, or premiums for Canadian content; offsets if foreign purchases necessary.

B. III

Contracting Out; Unsolicited Proposals

Purchase goods and services from private sector, rather than in-house government development.

Larger federal procurement.

B. III
A. 518

Purchase and Use of Solar Heating (PUSH)

Develop Canadian solar manufacturing industry.

Directed federal procurement.

A. 814

MARKETING IN CANADA

Maintaining Orderly Markets

Combines Investigation

Maintains market competition through elimination of restrictive trade practices.

Filed complaints may lead to investigation, prosecution.

B. 504

Anti-Dumping Tribunal

Imposes duty surcharge on dumped goods following investigation and hearings.

Surcharge of amount by which goods are being dumped in Canada.

C. 309

Countervailing Duty	Imposes duty surcharge to compensate for foreign government subsidies on goods sold in Canada.	Surcharge of amount to offset subsidy.	C.308
Import Surtax	Imposes temporary duty surtax where imports are threatening Canadian producers.	Surtax is usually for 180 days.	C.310
Domestic Marketing			
Statistics Canada	Data on economic indicators and products by area.	Statistical data can be keyed to business needs.	B.502
ITC Import Analysis Branch	Provides a number of services, including information on imports to Canada, to assist Canadian producers facing import competition.	Advisory services.	B.103
Post Office	Data on numbers of businesses and households served by routes, and advice on special delivery services.	Data and advice.	B.503
Enterprise Development Program	Market feasibility studies related to high risk innovation or adjustment projects.	Grants of up to 75% of cost.	A.302
Physical Distribution Advisory Service (PDAS)	Technical advice to firms in the Atlantic Region on matters relating to product marketing and distribution.	Advisory services.	B.106

Chapter 8:

DEVELOPING YOUR WORK FORCE

The federal government has a wide range of services and programs to assist you in employing workers in your business and in obtaining manpower with the skills required to run your operation. Such assistance includes:

—*Occupational Training*

Supporting industry through developing workers with the job skills necessary to meet your current and future needs, paying particular attention to: the retraining of workers displaced by technological change, the provision of support for training new workers, and the problems of manpower scarcities among high-level skills that are critical for future industrial development.

—*Employment Subsidies*

Enabling businesses to increase output and hire additional workers by lowering wage costs.

—*Recruitment Services*

Filling your current job vacancies as rapidly as possible, and providing you with information on supply-demand conditions and hiring standards in the labour market.

—*Collective Bargaining Support*

Fostering healthy industrial relations for both labour and management, through promoting the smooth operation of the bargaining process.

—*Employee Health, Safety and Job Satisfaction*

Providing advice on the operation of your firm's health services to workers, on worker safety and job satisfaction.

—*Management Improvement*

Assisting the development of managerial expertise, particularly among small businesses, and providing expert consulting services to advise firms encountering specific management problems.

OCCUPATIONAL TRAINING

Occupational skill development for the labour force is provided by a variety of training and upgrading programs which focus on particular training

requirements: classroom instruction, on-the-job upgrading, and development of highly qualified manpower.

Training-in-industry is extremely effective, and in some cases essential, in developing workers with skills to meet firms' own specific job needs. Federal support in this area has doubled in the last five years. Where such training is appropriate, the *Canada Manpower Industrial Training Program* (CMITP) offers financial assistance to you, the employer, to start your own training "in-house" or to expand your existing training capability (A.702). The program is available for a wide range of industrial training needs: orientation skills for newly hired workers; upgrading existing employees to meet the technical requirements of new production processes; providing new industrial skills for workers whose employment is threatened; and support for apprenticeship. In addition to reimbursing direct training costs, CMITP provides wage subsidies to employers to meet the costs of trainees' reduced productivity during the training period. The program provides approximately \$100 million in financial support to employers annually. Special extended financial support for industrial training is provided under the *Critical Trade Skills Training Program* (A.704). If you are providing training for your workers in certain higher-skill trades occupations where there are acute labour shortages, then you may be eligible for support under the program. This new program, with an initial annual budget of \$20 million, is provided because of the heavy costs which firms encounter in developing such skills in their work force.

The *Canada Manpower Training Program* (CMTP) provides for courses of up to 52 weeks' duration at federal expense to members of the labour force, by sponsoring trainees at provincial training institutions. Courses available are tailored to the occupational needs of local businesses, and include initial pre-employment skill development; upgrading of existing skills; apprenticeship; and basic educational programs to enable workers to proceed to further skill training. More than \$460 million per annum is allocated for federal assistance under this program, including some \$85 million for classroom instruction of apprentices (A.703).

The above programs focus essentially upon operational and production skills in business and industry. If your firm is concerned with developing and utilizing highly qualified scientific technical and research manpower to meet specialized needs in its operations, the *Scientific and Technical Employment Program* (A.516) and the *Industrial Post-Doctoral Fellowships Program* (A.506) may be of assistance. These programs provide financial support to help highly qualified workers transfer to private industry and utilize their skills in industrial and commercial operations.

EMPLOYMENT SUBSIDIES

The availability of wage subsidies linked to the hiring of extra workers lowers additional labour costs, and can thus assist you expand business activities and production.

The *Employment Tax Credit Program* provides a federal tax credit of up to \$2.00 per hour for 12 months to firms which hire additional workers beyond their normal requirements (C.106).

Direct financial assistance by way of wage subsidies is available under the *Job Experience Training Program* (JET) for hiring recent young labour force entrants who are having difficulties in finding a job due to lack of work experience (A.705). For your firm to be eligible, the job filled must be over and above planned employment levels. The additional labour cost is subsidized at the lesser of \$1.50 per hour or 50% of hourly wages for a total of up to 26 weeks. Both employers and workers benefit. The experience provided by JET greatly enhances new recruits' basic working skills, while employers obtain financial assistance and useful additions to staff. The program now gives firms over \$45 million annually.

Additional support is available to small businesses under the *Small Business Intern Program*, which aims to enhance firms' growth potential and competitive position by supporting the provision of openings for recent graduates. The program will pay 50% of the wage costs up to \$675 per month for up to 12 months (A.706).

RECRUITMENT SERVICES

The coast-to-coast network of over 550 *Canada Employment Centres* (CEC's) is available to assist you in securing suitably qualified workers (B.402). Overall, more than one million workers are placed by the CEC's each year with employers who register vacancies with them. Where openings cannot be filled locally, assistance is provided in recruiting workers from other areas, including recruitment from abroad where necessary. If required, financial assistance is available under the *Canada Manpower Mobility Program* for workers to move from localities with no suitable job opportunities to areas where there is an industrial demand for their skills—thereby aiding both employers and workers (A.707).

Further recruitment assistance is available to employers through the provision of information on prevailing wage rates, occupational shortages, hiring requirements, and the availability of workers in local areas—all important factors when you are faced with difficulties in labour recruitment, or when considering alternative locations for a new operation.

COLLECTIVE BARGAINING SUPPORT

The Department of Labour provides a number of services to assist trade unions and employers under federal jurisdiction in the negotiation of collective agreements. The fostering of good industrial relations helps maintain stable economic and employment conditions. In addition to its *Mediation, Conciliation and Arbitration Services* (B.403), the Department of Labour also provides data on collective agreements, wages, working conditions, and occupational health and safety requirements. Both unions and management use this *Labour Information Service* (B.405) extensively, and the material is also important for determining wage rates in non-union areas. A special *Collective Bargaining Information Centre* (B.401) is being established to meet the basic data needs of labour and management in the collective bargaining process. As part of these industrial relations support activities, assistance is also provided for the professional development of union officials under the *Labour Education Program* (A.812).

EMPLOYEE HEALTH, SAFETY AND JOB SATISFACTION

The Department of Health and Welfare provides consulting *Health Protection Services* to firms on the organization and operation of their own health services to workers. Facilities are also provided to safeguard workers by assessing and investigating the health effects of environmental pollutants, radiation sources, chemical hazards and other dangerous materials or processes (B.506). Information on measures to improve the *quality of working life* is provided by the Department of Labour (B.409).

MANAGEMENT IMPROVEMENT

The federal government appreciates the importance of providing support and assistance for management, particularly in the case of small and medium-sized businesses. This assistance to you basically takes two forms: training and upgrading seminars to assist in developing management expertise, and provision of counselling and consultancy assistance to firms with particular management problems.

Several sources of assistance are available for managerial development. In certain areas the *Canada Manpower Training Program* (A.703) offers preparatory courses in basic management skills, while supervisory training is available under the *Canada Manpower Industrial Training Program* (A.702). The Federal Business Development Bank (FBDB) operates an extensive service designed to meet the needs of small business, including the provision of seminars under its *Small Business Management Training Program* (B.408). These seminars, which cover the full range of skills required to run an efficient operation, are provided at a modest fee in cities and towns across Canada. Your local Chamber of Commerce, Board of Trade, or local branch

of FBDB can provide you with details. FBDB also produces material for use in Adult Education courses given at local colleges. Other management development programs include the *Management Advancement Program* (B.407, D.6) aimed at developing university courses to promote expertise in export marketing, and the *Interchange Canada Program* (B.404) for firms concerned with developing their staff's experience in government.

The Federal Business Development Bank also provides management counselling services under its *Counselling Assistance to Small Enterprises* (CASE) Program. If you are encountering operational, financial or marketing problems, CASE may be the answer. Experienced business counsellors are available to study your business operations "on site" and recommend action (B.406). Other consultancy services are available from universities sponsored by the *Management Advisory Institutes Program* (B.407, D.6).

SUMMARY: DEVELOPING YOUR WORK FORCE

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
OCCUPATIONAL TRAINING			
Canada Manpower Industrial Training Program (CMITP)	Develops worker skills through employer-centred training.	Up to 85% of trainee wages and up to 100% of associated training costs, at government expense, including living allowance.	A.702
Canada Manpower Training Program (CMTP)	Developing or upgrading workers' skills to meet employers' changing requirements.	Training courses of up to 52 weeks, at government expense. Trainees eligible for living allowance or U.I. benefits.	A.703
Critical Trade Skills Training Program	Develops worker skills in certain higher-level blue-collar occupations.	Extended payments towards trainee wage costs.	A.704
Scientific and Technical Employment Program (STEP and STEPEX)	Develops employment opportunities for scientific personnel.	Financial assistance to companies, research institutes.	A.516
Industrial Post-Doctoral Fellowship Program	Assists highly qualified graduates to enter industry.	Fellowship of \$13,000 plus travel costs for one year.	A.506
EMPLOYMENT SUBSIDIES			
Job Experience Training (JET)	Provides employment experience for recent school leavers.	50% wage subsidy up to \$1.50 per hour for up to 26 weeks.	A.705
Employment Tax Credit	Reduces additional labour costs for the hiring of extra workers beyond an employer's normal work force.	Tax credit of up to \$2.00 per hour for up to 12 months for each additional job.	C.106

Small Business Intern Program	Assists growth potential of small firms.	50% of intern's wages for up to 12 months.	A.706
RECRUITMENT SERVICES			
Recruitment	Filling job vacancies.	Coast-to-coast network of over 550 Canada Employment Centres.	B.402
Canada Manpower Mobility Program (CMMP)	Assistance to workers required to move to obtain employment.	Grants for job search and relocation.	A.707
COLLECTIVE BARGAINING SUPPORT			
Mediation, Conciliation and Arbitration Services	Assistance in resolving collective bargaining disputes.	Conciliators and arbitrators	B.403
Labour Information Service	Data on recent collective agreements, wages and working conditions.	Information from Department of Labour.	B.405
Collective Bargaining Information Centre	Undertakes analysis of recent trends, provides data on wages, etc.	Information from Department of Labour.	B.401
Labour Education Program	Professional development of union officials.	Financing of courses for union officials.	A.812
EMPLOYEE HEALTH, SAFETY AND JOB SATISFACTION			
Health Protection Services	Helps firms organize their own health services, and control environmental hazards/dangerous materials.	Consultancy assistance	B.506
Quality of Working Life	Restructuring work activities to increase job satisfaction.	Information/publications from Department of Labour.	B.409

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
MANAGEMENT IMPROVEMENT			
Small Business Management Training	Upgrading of management skills for small businesses.	Business seminars sponsored by Federal Business Development Bank.	B.408
Management Advancement Program	Improves management expertise in international sales/marketing.	Courses at university International Business Studies Centres.	B.407 D.6
Interchange Canada Program	Government expertise exchange with the private sector.	Temporary assignment of private sector executives to government, and vice versa.	B.404
Counselling Assistance for Small Enterprises (CASE)	Assists in improving small firms' business methods.	Counselling assistance from retired businessmen	B.406
Management Advisory Institutes Program.	Researches management problems.	University based consultancy.	B.407 D.6

Chapter 9:

ADJUSTING TO CHANGE

The federal government provides direct assistance for modernization and adjustment to firms which are responding to changing conditions. This is additional to its general support for firms through providing information on product developments, market trends, and other matters, and covers the two basic areas of capital and labour force adjustment:

—*Capital Adjustment*

Providing you with loan guarantees and other financing support through the Enterprise Development Program for high risk modernization and adjustment; offering support for modernization in slow-growth areas; and providing tax concessions.

—*Labour Force Adjustment*

Providing you and your work force with assistance in adjusting to plant modernization, restructuring and other changes affecting the number and types of skills required.

CAPITAL ADJUSTMENT

Enterprise Development Program

While much of the restructuring and adjustment undertaken by business and industry can be adequately financed from commercial sources, some firms, particularly smaller and medium-sized operations, encounter difficulties in obtaining financial backing. This frequently occurs because of the risk factors in relation to the size of the operation involved.

In general, if you are unable to obtain debt financing on reasonable terms and conditions, for whatever reason, you should contact the *Federal Business Development Bank* (A.101) for loan assistance. Businesses with high risk proposals are referred to the *Enterprise Development Program* (EDP) for consideration (A.302). This program represents the federal government's main instrument in promoting industrial adjustment. Administered with the assistance of experienced businessmen who review proposals through regional and national Enterprise Development Boards, EDP structures financial packages and insures loans for companies, thereby enabling them to obtain financing from commercial lending institutions.

The program was launched in 1977, and represents an important first step in combining a number of separate government support programs for modernization, adjustment, and technology development into a single unit, in order to make it easier for you to obtain assistance.

Enterprise Development Boards have authority to provide up to \$1 billion in loan insurance for Canadian companies. Funds may be applied to *mergers*; the acquisition of *working capital*; or to the acquisition, construction, or conversion of *machinery, equipment* or *buildings* that are part of the modernization process. The loan insurance covers 90% of the term loan required, and is available for a 1% annual fee. All loan insurance is on a last resort basis, that is, when financing is not available on reasonable terms without the insurance.

Eligibility for support varies somewhat, but is basically dependent on three conditions:

- the viability of the project and your business operation;
- your need for assistance; and
- the type of industry.

In examining proposals, a business approach to the problem is followed. The Board will analyze your firm's operations and the proposed project to make certain the business is viable and has attractive future prospects. The assistance offered can then be tailored to meet your total requirements in relation to the business's potential.

Recognizing the importance of the manufacturing and processing sectors in sustaining Canada's industrial development, all firms in these sectors are eligible. Firms in the services sector are eligible if the assistance would directly provide significant benefits for firms in manufacturing and processing, or if they are high technology service firms.

The federal government also recognizes the importance of encouraging adequate feasibility studies and product development prior to firms committing substantial sums to industrial ventures. EDP provides grants of up to 50% of the costs of such studies, which in many cases form an integral part of a larger EDP financing package. For smaller businesses (less than \$10 million in sales), grants of up to 75% may be made.

Other Assistance

Apart from assistance under EDP, you may when purchasing plant and equipment for modernization also benefit from further federal support provisions that assist capital investments. For example, if you are located in one of Canada's slow-growth regions, grants and loan guarantees are available under the *Regional Development Incentives Program* (RDIP). The

incentive grants are available for investments of \$25,000 and upwards in a wide range of manufacturing and processing industries. Applications for projects involving lower amounts may also be considered. RDIP loan guarantees cover capital outlays of \$100,000 and upwards in manufacturing, processing and certain service sector industries (A.401).

Adjustment assistance of various other types is also provided. For firms concerned with improving their productivity, the *Inter-Firm Comparison Program* offers a comparison of your firm's performance relative to that of its sector as a whole (B.105). The *Metric Commission* assists in converting to metric measurement, with conversion costs being eased through *contributions to workers for tools* (A.819), *reduced sales tax* (C.302), and *income tax deductions* (C.107). Information and technical assistance on conversion problems are also available (B.509). Special assistance is also provided to individual sectors. For example, support to the defence industries under the *Defence Industry Productivity Program* helps keep them in the forefront of advanced technology and production processes, making them more competitive in export markets (A.301).

A number of tax concessions also apply to modernization investments: *Investment Tax Credits* (C.101); *accelerated capital cost allowances* (C.102); and remission of customs duty on machinery not produced in Canada, under the *Machinery Program* (MACH) (C.305).

LABOUR FORCE ADJUSTMENT

In addition to plant modernization, industrial adjustment may have major implications for the number and types of skills required. For your employees, this could involve job change, relocation, retraining, etc. To assist both employers and workers adjust to emerging industrial opportunities, the full range of federal manpower programs and services may be accessed through your local Canada Employment Centre.

The *Canada Manpower Consultive Service* (A.701) also is available to firms anticipating or experiencing changes in their labour forces as a result of technological developments and changing market conditions. Consultative activities are aimed at supporting the private sector through encouraging the joint planning of manpower adjustment by management and labour in response to plant modernizations, expansions, lay-offs, and branch plant closures. Further assistance is provided by carefully co-ordinating available government programs and services to aid firms and workers affected. Any costs related to joint consultation and planning are generally shared between the private sector and the Canada Employment and Immigration Commission. Through this service, the Commission assists in dealing with changes affecting some 70,000 workers annually.

The government's labour force development programs—the *Canada Manpower Training Program* (A.703), the *Canada Manpower Industrial Training Program* (A.702), and the *Critical Trade Skills Training Program* (A.704)—described in the previous chapter—are all available to assist workers adjust to changing occupational demand and technology conditions. Occupational placement and counselling services are also provided. If the employment of some of your work force is affected as a result of plant modernization and restructuring, the Canada Manpower Industrial Training Program may be of particular assistance, since it provides financial support to retrain your workers in new skills while they are still employed. The program generally provides for 60% (exceptionally up to 85%) of trainee wages in such cases, plus reimbursement of up to 100% of other training costs.

Where the impact of industrial adjustment results in workers being permanently laid-off in localities where there are no suitable alternative job opportunities for their skills, assistance may be provided by the *Canada Manpower Mobility Program* (CMMP) to move to areas where there are job openings. This assistance can include grants to support a worker's search for job openings, and relocation grants covering removal costs to the new area. More than \$11 million is allocated annually for assistance under this program (A.707).

In addition to the above measures, special *Industrial Adjustment Assistance Program* (A.305) benefits for income support are provided through the Department of Labour for workers who become unemployed as a direct result of import competition or major restructuring in such industries as textiles, clothing, footwear and tanning. Benefits totalling several million dollars per year are provided under this program.

SUMMARY: ADJUSTING TO CHANGE

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
CAPITAL ADJUSTMENT			
Enterprise Development Program (EDP)	Lender of last resort. Provides financial assistance packages and insures loans for companies seeking to adjust to changing markets.	Loan insurance for mergers, working capital or acquisition/construction/conversion of plant and equipment; grants of up to 75% of cost for productivity improvement, innovation, and market feasibility.	A.302
Federal Business Development Bank (FBDB)	Provides financial assistance to firms experiencing financing difficulties	Loans, loan guarantees, equity financing.	A.101
Regional Development Incentives Program (RDIP)	Provides financial assistance to firms locating in slow-growth areas.	Grants, loan guarantees.	A.401
Inter-Firm Comparison Program	Helps companies evaluate their productivity performance	Productivity comparison with rest of industry sector.	B.105
Metric Conversion	Metric Commission assists in conversion to metric system	Contribution to costs of workers; special tax measures; reduced sales taxes. Information and technical assistance.	A.819 C.302 C.107 B.509
Defence Industry Productivity Program	Assistance with product development costs for export sales.	Grants of up to 50%, and loans.	A.301
Investment Tax Credits	Assistance in the purchase of new buildings, equipment used in manufacturing/processing.	Deduction from tax.	C.101

Accelerated Capital Cost Allowances	Assistance with costs of machinery and equipment in manufacturing/processing.	Rapid write-off.	C.102
Machinery Program (MACH)	Cost reductions on imported machinery not produced in Canada.	Remission of customs duty.	C.305
LABOUR FORCE ADJUSTMENT			
Canada Manpower Consultative Service	Encourages labour/management joint planning of manpower adjustment in response to plant expansion, lay-offs, branch closures.	Canada Employment and Immigration Commission participates in and encourages consultative process; normally funds 50% of costs of labour-management committees.	A.701
Canada Manpower Training Program (CMTP)	Developing or upgrading workers' skills to meet employers' changing requirements.	Training courses of up to 52 weeks, at government expense. Trainees eligible for living allowance or U.I. benefits.	A.703
Canada Manpower Industrial Training Program (CMITP)	Develops worker skills through on-the-job training.	Up to 85% of trainee wages and up to 100% of associated training costs.	A.702
Critical Trade Skills Training Program	Develops worker skills in higher-level blue-collar occupations in short supply.	Payments towards trainee wage costs.	A.704
Canada Manpower Mobility Program (CMMP)	Assistance to workers required to move to obtain employment.	Grants for job search or relocation.	A.707
Industrial Adjustment Assistance Programs	Adjustment assistance for workers who become unemployed through import competition or major restructuring in certain industries.	Financial assistance provided to workers.	A.305

Chapter 10:

ASSISTANCE TO SPECIFIC SECTORS

As a business person, you will want to be aware of the full range of federal assistance available to your industry sector. Because of the varying types of production, marketing and other problems encountered in different industry sectors, individual sectors receive different types and levels of support from the federal government. These support measures can help you improve the efficiency, productivity and profitability of your operation.

Contact Points

To provide support and service to you and your industry group, the federal government has established specific contact points for most sectors. The Department of Industry, Trade and Commerce has *Industry Sector Branches* providing market development advice and industry guidance for firms in the following sectors: chemicals, textiles and consumer products, electrical products and electronics, machinery, transportation, agriculture, fisheries, forest products, mining, distribution, and construction (B.104). For many sectors the federal government also has a specific department offering specialized advice and assistance of various forms to the associated industry sector. Such departments and agencies include Energy, Mines and Resources; Agriculture; Fisheries and Oceans; Environment (including the Canadian Forestry Service); Transport, and the Canada Mortgage and Housing Corporation.

Coverage of Chapter

This chapter outlines those measures developed specifically to aid firms in particular industries—where conditions have required that special assistance and support be provided. In particular, the following sections indicate the special sectoral assistance provided through:

- Tax Measures*;
- Industry Development Support* including departmental information, advice and assistance; incentive programs; and federal-provincial development agreements;
- Financing Assistance*; and
- Marketing and Price Stabilization*.

The range of assistance provided to individual sectors is currently under review, as a result of the recent consultative task force process. Twenty-three task forces were established in 1978, with representation from business and labour, to examine individual sectors and make recommendations to government. Their recommendations and those of the subsequently established overview committee have been carefully considered by the federal government. The government has responded to all recommendations in detail, and is considering further initiatives. The following inventories of sector-specific assistance may therefore be subject to further development as the existing range of assistance for each industry sector is reviewed.

Sector-specific assistance is described in this chapter for the following sectors:

- Manufacturing*
 - Shipbuilding
 - Footwear, Clothing and Textiles
 - Aerospace and Defence
 - Automotive
- Resource-Based*
 - Minerals and Energy
 - Agriculture
 - Fisheries
 - Forestry and Forest Products
- Services*
 - Tourism
 - Book Publishing
 - Films
- Construction*

For several of these sectors, the tables provide more detailed lists of the range of federal assistance available than given in the text.

MANUFACTURING

If you are a manufacturer, special federal government assistance to your sector is available through:

- Tax Measures*; and
- Industry Development Support* (both generally and for specific industries).

Tax Measures

The manufacturing and processing sectors benefit from *tax reductions* (C.103), with the federal tax rate reduced to 30%, and 10% for small

businesses. In addition, an *accelerated capital cost allowance* involving a two-year write-off is allowed for machinery and equipment used in manufacturing or processing goods for sale or lease in Canada (C.102). Further assistance for investment in machinery is provided by the *Machinery Program* (MACH) which assists you to acquire advanced production equipment at the lowest possible cost, by providing for the remission of import duty on machinery not available from Canadian manufacturers (C.305).

Industry Development Support

Under the *Enterprise Development Program* (A.302), financial assistance of last resort is provided, to small and medium-sized firms in the manufacturing and processing sectors, for high risk innovation and adjustment projects. Grants and loan guarantees are also available through the *Regional Development Incentives Program* to firms which locate, expand, or modernize their operations in Canada's slow-growth areas (A.401).

Special support provisions are also provided for the following specific industries:

—Shipbuilding

If your firm meets certain conditions, the *Shipbuilding Industry Assistance Program* (SIAP) provides 20% subsidies to Canadian firms to maintain and improve the industry's competitiveness in bidding for new orders in the face of foreign competition (A.815). For smaller vessels, *Fishing Vessel Construction Assistance* provides financial assistance of up to 30% of the approved costs of construction, modification, or conversion of fishing vessels (A.620).

Qualified Canadian vessels are also eligible for *accelerated capital cost allowances* giving a three-year straight line write-off (C.102).

To exploit the ship repair demand related to foreign vessels operating in Canadian waters, *ship repair and dry dock facilities* are being extended in St. John's, Halifax, St. John, and Vancouver with federal financial support (A.815).

—Footwear, Clothing and Textiles

Due to the particular adjustment problems encountered in firms in these sectors, special provisions are available. In addition to special adjustment support under the *Footwear and Tanning Industries Adjustment Program* (now part of the Enterprise Development Program) (A.304), import quotas have been established to provide added protection to firms while modernization plans are being implemented. Improved productivity and competitiveness in these industries are also promoted by the *Fashion Design Assistance*

Program (A.806), and the *Footwear and Leather Institute of Canada* (A.304).

In addition, to assist manpower adjustments in these industries, special financial support is available to workers affected by major lay-offs. The *Industrial Adjustment Assistance Program* (A.305) provides extended income support to workers affected by employment disruptions, either associated directly with import competition (in the case of Textiles and Clothing) or as a result of the effects of government-supported industry restructuring (Footwear and Tanning).

—Aerospace and Defence Industries

Firms in these sectors are provided with specific assistance from the *Defence Industry Productivity Program* (DIP), and research and procurement assistance in space development technologies.

Under the DIP Program, financial assistance to Canadian based companies includes support for selected research and development; support for acquisition of advanced machine tools and other manufacturing equipment; and assistance with pre-production expenses (A.301). To facilitate access to the U.S. defence market, the associated *Canada-U.S. Defence Production and Development Sharing Arrangement* allows Canadian firms to compete for U.S. defence contracts on the same basis as U.S. industry.

To encourage the development of Canadian *space technology*, the federal government offers research and development facilities at subsidized rates, provides research grants and contracts in space sub-systems and components, and gives financial assistance to purchase Canadian equipment in space procurement (B.204).

—Automotive Industry

The continued development of Canada's automotive industry is fostered by the *Canada-U.S. Automotive Agreement* which provides for the duty-free movement of vehicles and parts between both countries by eligible firms, conditional upon certain requirements on production content. Since the establishment of the Agreement in the 1960's, the development and industrial adjustment of the automotive sector has been an area of major concern to the federal government, with support available initially through the Automotive Adjustment Assistance Program and more recently under the *Enterprise Development Program* (A.302). In addition the federal government recently made available a \$40 million grant to assist in the establishment of the Ford Motor Co.'s \$533 million engine plant in Southern Ontario.

SUMMARY: MANUFACTURING

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
TAX MEASURES			
Reduced Rate of Corporation Tax	Tax relief on profits in manufacturing and processing	Reduces federal corporate tax rate to 30%; 10% for small firms.	C.103
Accelerated Capital Cost Allowances	Rapid write-off of machinery and equipment	50% write-off.	C.102
Machinery Program (MACH)	Purchases of non-Canadian machinery at lowest possible price.	Remission of import duty.	C.305

INDUSTRIAL DEVELOPMENT AND SUPPORT

Enterprise Development Program (EDP)	Financial assistance to firms modernizing, adjusting to industrial change, and innovating.	Loan insurance; grants up to 75%.	A.302
Regional Development Incentives Program	Financial assistance to firms wishing to locate, modernize or expand in slow-growth areas.	Grants and loan guarantees.	A.401

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
Shipbuilding			
Shipbuilding Industry Assistance Program (SIAP)	Financial assistance with ship construction.	20% subsidy of building costs.	A.815
Fishing Vessel Construction Assistance Program	Financial assistance with vessel construction.	Contribution to construction costs.	A.620
Accelerated Capital Cost Allowances	Rapid write-off.	33-1/3% straight line write-off.	C.102
Footwear, Clothing and Textiles			
Fashion Design Assistance Program	Fosters Canadian fashion design.	Training in industry, internships.	A.806
Footwear & Tanning Industries Adjustment Program (now part of EDP)	Industrial restructuring.	Grants, loans and loan guarantees.	A.304
Industrial Adjustment Assistance Program	Income support for workers on lay-off.	Support payments to workers.	A.305
Aerospace and Defence			
Defence Industry Productivity Program (DIP)	Supports R&D pre-production expenses.	Grants of up to 50% of costs; loans.	A.301
Laboratory Testing of Space Components	Supports R&D.	David Florida Laboratory provides testing facilities.	B.204

MINERALS AND ENERGY INDUSTRIES

These sectors receive a wide range of tax incentives, services and support measures, reflecting the importance of mineral and energy supplies in contributing to the continued progress of Canada's industrial development. In addition, Canadian industry in general has benefitted enormously from governmental assistance through *Oil Import Compensation Payments* (A.820) which ease the transition towards higher world oil prices; a total of some \$5.4 billion in financial support has been provided to date. Canadian industry also benefits greatly from government support and initiatives in the development of energy conservation technology and processes.

If your business operation is in the minerals and energy sector, the government provides support to you involving:

- Tax Measures*, encouraging investment in exploration and development of energy and mineral resources;
- Industry Development Support*, providing capital investment in energy generation projects and resource development companies, and making technical information and research support available to the industry; and
- Energy Conservation and Renewables*, promoting and stimulating these areas.

Tax Measures

The provision of tax incentives has played a major role in stimulating much of the extensive exploration and development of Canadian mineral and energy resources, particularly frontier developments as in the Beaufort Sea and non-conventional sources such as the tar sands.

Several income tax provisions generate tax savings on a wide range of expenses for resource exploration and development (C.108). Besides beneficial treatment of *expense deductions*, there are measures relating to *capital cost allowances*, *earned depletion*, special compensation for *frontier exploration*, and special provisions for *prospectors and grubstakers*.

Industry Development Support

The federal government has made assistance available to provinces in the initial development of nuclear power generating facilities by providing loans of up to 50% of capital costs. To date some \$500 million in loan assistance has been made available to Quebec and New Brunswick. Federal-provincial development activities also include an agreement to create the Maritime Energy Corporation to develop supplies of electrical power in New Brunswick, Nova Scotia, and Prince Edward Island. In Newfoundland, the recently established Lower Churchill Development Corporation has been set

up to examine the feasibility of a multi-billion dollar expansion of the Province's hydro-electric capacity.

Federal financial support to the energy industry is also provided for joint exploration and development ventures with the private sector. Through Petro-Canada, a federal crown corporation, government assistance is provided by means of equity financing and other support for several major resource developments including Pan-Arctic Oils, Polar Gas, and Syncrude's tar sands operation.

Technical information and research support are provided by the *Department of Energy, Mines and Resources* to companies involved in mineral, metal and fuel extraction, and processing, including off-shore developments (B.313). As part of this technical support, the *Canada Centre for Mineral and Energy Development* (CANMET) conducts research and development projects, in co-operation with industry, in estimating and developing mineral and energy reserves, improving recovery techniques and developing energy conservation technology (B.312). The *Canada Centre for Remote Sensing* undertakes developmental work on technology and instrumentation to collect and analyze data for the management of Canada's natural resources (B.314). And the *National Mineral Inventory* provides information on reserves and particularly significant deposits (B.310).

Federal-provincial *Mineral Subsidiary Agreements* have been established with Newfoundland, Nova Scotia, New Brunswick, Quebec, Manitoba, and Saskatchewan. Under these agreements, which involve some \$15 million per annum in federal assistance, the government shares the costs of programs involving geological surveys, base metals exploration and processing, and provision of access roads (A.400 Series). Special provisions have been made under the *Canada-Saskatchewan Heavy Oil Development Agreement* to provide grants of up to 50% of the capital costs of approved projects designed to develop enhanced methods of recovering heavy oil (A.505). And *Atomic Energy of Canada Ltd.* (AECL) pursues an active program to transfer its laboratory-developed technology to private industry (B.206).

Energy Conservation and Renewables

In recognition of the importance of conservation as a means of extending Canada's energy resources, the federal government has introduced a wide range of support measures. These measures include programs aimed at promoting the conservation of traditional energy sources—such as the *Energy Waste Detection Program* (B.308), the *Waste Recycling and Recovery Program* (A.519), *Development and Demonstration of Resource and Energy Conservation Technology Program* (A.503), and the *Low Energy Building Awards Program* (A.509). The *Industry Energy Research and Development*

Program provides financial assistance for research and development of new and improved processes and equipment (A.508).

Other programs are aimed at stimulating the use of alternative energy sources, offering capital cost-sharing under the *Forest Industry Renewable Energy Program* (A.625), R&D contracts under the *Energy From the Forests Program* (A.624), and the provision of *Biomass Energy Loan Guarantees* (A.111). The development and use of solar energy equipment is encouraged by the *Program of Assistance to Solar Equipment Manufacturers* (A.512) and the *Purchase and Use of Solar Heating Program* (A.814).

SUMMARY: MINERALS AND ENERGY INDUSTRIES

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
TAX MEASURES			
Deductions for Canadian Exploration Expenses and Canadian Development Expenses	Provides advantageous treatment of expenses.	Tax reductions, deferrals.	C.108
Capital Cost Allowances	Advantageous capital cost treatment of various expenditures.	Tax reductions, deferrals.	C.108
Earned Depletion	Provides "bonus" write-offs on certain kinds of expenditure, including enhanced oil recovery and non-conventional oil projects, new mines and major facilities expansion.	Income deduction for tax purposes.	C.108
Frontier Exploration	Additional deduction for qualified oil and gas drilling costs on high cost wells.	Deduction against income from any source.	C.108
Prospectors and Grubstakers	Capital gains treatment of income from transfer of mining property to a corporation for shares.	Disposition of shares treated as capital gains.	C.108
INDUSTRY DEVELOPMENT SUPPORT			
Canada Centre for Mineral and Energy Technology (CANMET)	Research and development.	CANMET responds to industry requests on a cost-recovery basis.	B.312

Canada Centre for Remote Sensing	Develops technology to collect and analyze earth observation data to help manage Canada's natural resources	B.314
Federal-Provincial Mineral Agreements.	Resource development	A.400 Series
Natural Resources Information	Technical and scientific advice.	B.313
Canada Centre for Geoscience Data	Indexing of non-renewable resources in Canada.	B.310
National Mineral Inventory	Records available on reserves and significant deposits.	B.310
Atomic Energy of Canada Limited (AECL)	Technology transfer.	B.206
Canada-Saskatchewan Heavy Oil Development Agreement	Research to enhance the recovery of heavy oil.	A.505

ENERGY CONSERVATION AND RENEWABLES

National Energy Bus Program.	Energy waste detection service.	B.308
Waste Recycling and Recovery Program	R&D to reduce energy consumption.	A.519
Renewable Energy and Conservation Demonstration Programs.	Cost-shared demonstration projects.	A.515
	Research contracts.	
	Cost-sharing	

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
Development and Demonstration of Resource and Energy Conservation Technology (DRECT) Program	Feasibility studies on energy recovery.	Cost-sharing	A.503
Low Energy Building Design Awards (LEBDA)	Promotion of energy efficient building designs.	Awards	A.509
Forest Industry Renewable Energy (FIRE) Program	Substitution of forest residues for purchased energy.	Capital cost-sharing.	A.625
Biomass Energy Loan Guarantees.	Capital projects to substitute forest residues for petroleum.	Loan guarantees.	A.III
Energy from the Forests (ENFOR) Program	Research and development projects to substitute forest biomass for petroleum.	R&D contracts.	A.624
Program of Assistance to Solar Equipment Manufacturers (PASEM).	Assists development of solar equipment and systems.	R&D contracts.	A.512
Purchase and Use of Solar Heating (PUSH) Program.	Increased use of solar energy equipment.	Government procurement.	A.814

AGRICULTURE

If you are a farmer or are in the agriculture industry, the federal government assists you through:

- Financing Assistance* for farm investments;
- Marketing and Price Stabilization*;
- Industry Development Support*; and
- Tax Measures*.

Financing Assistance

Several special financing provisions have been established to meet the industry's needs. Among the more important is the availability of long-term mortgages through the *Farm Credit Corporation* (A.202) for farm business investment, with over half a billion dollars of new loans and renewals negotiated in 1978-79. Government guarantees are also available for *Farm Improvement Loans* (A.201) through approved lending institutions. Federal support in this area amounted to \$232 million in 1978-79.

Marketing and Price Stabilization

Under the *Agricultural Stabilization Act* (A.601), payments of over \$364 million were made in 1978-79 to farmers for price support operations for animals, dairy products, and grains. \$60 million was paid to grain producers under the *Western Grain Stabilization Act* (A.611). Other major support measures include \$70 million for *Crop Insurance* (A.204), *Advance Payments for Crops* (A.205) and *Freight Charges Equalization* (A.607-609). The attached table lists these and other marketing assistance programs.

Industry Development Support

The *Department of Agriculture* provides extensive information services on livestock and produce prices and market developments (B.301). Other government assistance includes the provision of research services (A.603), manpower recruitment and management improvement (A.708), as well as the provision of support for feed grain storage facilities (A.606). The *Prairie Farm Rehabilitation Administration* provides on-going programs to conserve and develop soil and water resources in the prairie provinces (A.613). Federal-provincial *Agriculture Subsidiary Agreements* (A.400 Series) also provide substantial developmental support for the farming and processing industries. The attached table lists these and other agricultural development programs and services.

Tax Measures

Specific tax measures have been established to assist the farming industry, in recognition of the problems of extensive fluctuations in income which occur. Income from farming and ranching may be computed according to the *cash method* which, for example, allows start-up expenses (such as the costs of establishing a new herd) to be carried forward on an extended basis to later more profitable years (C.212). In addition farmers are permitted to opt for *block income averaging* (C.211) over a five year period. Farm operating costs are also reduced by the exemption from federal *sales taxes* (C.301).

In recognition of the importance of family farm units, special rules provide for the *inter-generational transfer of family farms* (C.209) without immediate tax liability for accrued capital gains.

SUMMARY: AGRICULTURE

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
FINANCING ASSISTANCE			
Farm Credit Corporation	Purchase of farm land, breeding stock, equipment, etc.	Farm Mortgage loans, Farm Syndicate Loans.	A. 202 A. 203
Farm Improvement Loans	Loans for implements, developmental projects.	Guarantees for loans provided by approved lenders.	A. 201
MARKETING AND PRICE STABILIZATION			
Commodities Price Stabilization	Price support for producers.	Deficiency payments.	A. 601
Western Grain Stabilization	Protection against fluctuations in returns.	Payments to producers.	A. 611
Crop Insurance	All-risk crop insurance.	Available to farmers through federal-provincial shared-cost agreements.	A. 204
Advance Payments for Crops	Stabilizes producers' cash flow.	Guaranteed interest-free loans to producer groups.	A. 205
Prairie Grain Advance Payments	Stabilizes producers' cash flow	Guaranteed interest-free loans to producer groups.	A. 205
Feed Freight Assistance	Subsidizes transportation of feed grains (B.C. and Atlantic).	Compensatory payments.	A. 607 A. 608

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
Freight Charges Equalization	Payment of stop-off charges for export flour.	Payments to millers in western Canada.	A. 609
Assistance to Rapeseed Processors	Equalized freight rate differential between processed/unprocessed rapeseed.	Compensatory payments.	A. 614
Canadian International Grains Institute	Development of grain markets.	Federal grant to Institute.	A. 610
INDUSTRY DEVELOPMENT SUPPORT			
Agricultural Information Services	Provision of market and technical information.	Advice and information from Canada Department of Agriculture.	B. 301
Agricultural Development Subsidiary Agreements.	Federal-provincial agreements support the development of agriculture resources and processing facilities	Various forms of assistance, including loans and grants.	A. 400 Series
Feed Freight Assistance Adjustment Fund	Improves local feed production, storage and handling for B. C., Ontario and Quebec.	Payments to producers, and research.	A. 607
Inland Elevator Program	Supports expansion of storage facilities.	Percentage of eligible capital costs.	A. 606
Construction of New Inland Elevators	Development of storage facilities.	Percentage of eligible capital costs.	A. 606
Local Feed Grain Security Program	Development of storage facilities.	Assistance with carrying charges.	A. 606

New Crop Development Fund	Research to develop new crops.	Grants to companies, universities and trade associations.	A.612
Prairie Farm Rehabilitation Administration (PFRA)	Support for Agricultural Service Centres, farm wells, community pastures.	Financial assistance, advice, other services.	A.613
Farm Building Plans Service	Plans for improving farm operations.	Advisory assistance.	B.302
Animal Disease Eradication	Compensation for herd owners.	Cash payments.	A.604
Agricultural Engineering Research and Development	Research on improved equipment.	Research contracts.	A.603
Rapeseed Utilization Assistance Program	Research to increase commercial utilization.	Grants to Rapeseed Association of Canada, which funds research in universities and institutes.	A.615
Canada Farm Labour Pools; Federal-Provincial Agricultural Manpower Agreements; Caribbean and Mexican Seasonal Agricultural Workers Program	Stabilize supply and demand for workers in farming industry.	Local Pools in co-operation with Canada Employment Centres; shared-cost agricultural employment activities; importing foreign workers.	A.708
Agricultural Fairs and Exhibition Assistance	Promotes improvement in livestock production, etc.	Loans and grants.	A.602
Canada Grains Council	Forum on industry problems.	Grants.	A.605

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
TAX MEASURES			
Cash Method of Income Reporting	Simple method of income reporting; livestock inventories can be set up to reduce losses.	Simple reporting; extends carry forward of costs.	C.212
Block Income Averaging	Reduces wide fluctuations in income.	Income averaged over 5 years.	C.211
Inter-generational Transfer of Family Farms	Permits tax-free transfer of family farm units to farmer's children, grandchildren.	No immediate tax liability for accrued capital gains.	C.210
Sales Tax Relief	Reduces farming costs.	Exemption from federal sales tax.	C.301

FISHERIES

If you are a fisherman, the federal government assists you through:

- Financing Assistance* for fisheries investments;
- Marketing and Price Stabilization*;
- Industry Development Support*; and
- Tax Measures*

Financing Assistance

Under the *Fisheries Improvement Loans Program* the federal government guarantees term loans to fishermen for the purchase and repair of vessels and equipment (A.206). In 1978-79 loans from chartered banks and other approved lenders under this program totalled \$27 million.

Marketing and Price Stabilization

The federal *Fisheries Prices Support Board* undertakes marketing activities and protects fishermen against sharp fluctuations in prices (A.622). Further marketing assistance is provided by the *Canadian Saltfish Corporation* (A.617) and the *Freshwater Fish Marketing Corporation* (B.305).

Industry Development Support

The *Department of Fisheries and Oceans* provides you with assistance through trade and market reports and forecasts, restoration and stock enhancement programs, fisheries research and fish inspection services (B.303-304; A.619). It also provides industry development support through a range of programs, listed in the attached table. For example, capital expenditures on the *Salmonid Enhancement Program* (A.623) amounted to \$20 million in 1978-79—part of an overall \$150 million development over a seven-year period. Grants to *Atlantic Salmon and Lobster Fishermen* (A.621) amounted to \$4.6 million. In addition *Inshore Fishery Development* in Newfoundland is supported by a federal-provincial regional development agreement (A.402).

Tax Measures

The fishing industry benefits from *block income averaging* provisions (C.211), the *cash method of income reporting* for fishermen (C.212), and *sales tax exemptions* (C.301). Certain fishing vessels are also eligible for an *accelerated capital cost allowance* (C.102).

SUMMARY: FISHERIES

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
FINANCING ASSISTANCE			
Fisheries Improvement Loans	Short and intermediate term credit for improving fisheries	Loan guarantees	A.206
MARKETING AND PRICE STABILIZATION			
Fisheries Prices Support Board	Protection against price declines.	Deficiency payments	A.622
Canadian Saltfish Corporation	Maintains sales volumes	Marketing.	A.617
Freshwater Fish Marketing Corporation	Maintains sales volumes	Marketing	B.305
INDUSTRY DEVELOPMENT SUPPORT			
Fisheries Market Information and Support	Information on trade, marketing, consumption, price support	Information from Department of Fisheries and Oceans	B.303 B.304
Salmonid Enhancement Program	Restoration of salmonid resources	Capital projects and clean-up	A.623
Fish Inspection Services	Quality maintenance.	Inspection by Department of Fisheries and Ocean officers.	B.303

Fisheries Research Support	Stock enhancement programs etc.	Technical assistance from Department of Fisheries and Oceans.	A.619
Fishing Vessel Insurance Plan	Low cost insurance for loss of vessels	Reduced premiums	A.207
Assistance to Atlantic Salmon and Lobster Fishermen	Income support until stocks restored.	Grants	A.621
Atlantic Fish Chilling Facilities	Assists construction of handling, processing and storage facilities.	Grants	A.618
TAX MEASURES			
Block Income Averaging	Reduces wide fluctuations in income.	Incomes averaged over 5 years	C.211
Cash Method of Income Reporting	Simple method of income reporting.	Simple reporting	C.212
Federal Sales Taxes	Reducing costs to fishing industry.	Tax exemption	C.301
Accelerated Capital Cost Allowances	Support for investment in certain Canadian-built vessels and equipment.	Rapid write-off	C.102

FORESTRY AND FOREST PRODUCTS

If you are in the forestry and forest products industry, the federal government assists you through:

—*Industry Development Support*, including federal-provincial development agreements, incentive programs, information, research, and technical assistance.

Industry Development Support

With a series of federal-provincial *Forestry Subsidiary Agreements* involving some \$40 millions in annual federal expenditures, the government assists the forestry industry through reforestation, silviculture, construction of access roads, and timber salvage. In addition, the federal government has announced its commitment to increase this effort, and provide federal-provincial shared-cost grants to modernize pulp and paper plants across the country (A.400 series).

Information and technical assistance are provided to you by the *Canadian Forestry Service* through research and development projects on new and improved growth, protection, management, harvesting and production techniques and equipment (A.504, B.306). The forest industry also benefits from support to institutes including the Forest Products Laboratories, the Forest Engineering Research Institute of Canada, and the Pulp and Paper Research Institute.

Assistance is also provided through programs which encourage the development of forest biomass as a substitute for petroleum: capital cost-sharing under the *Forest Industry Renewable Energy Program* (A.625), *Biomass Energy Loan Guarantees* (A.111), and the *Energy from the Forests Program* of research and development on further uses of forest materials as an alternative energy source (A.624).

The *Co-operative Overseas Market Development Program*, funded jointly by the federal government, the Government of British Columbia, and the B.C. Council of Forest Industries, promotes lumber exports.

SUMMARY: FORESTRY

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
INDUSTRY DEVELOPMENT SUPPORT			
Forestry Subsidiary Agreements	Reforestation, silviculture, access roads, and timber salvage.	Federal-provincial cost-sharing	A.400 series
Forestry Services, Research and Development	Promote effective use and management of forest resources through provision of information, survey findings and research results.	Advice and information from Canadian Forestry Service.	B.306 A.504
Forest Industry Renewable Energy Program (FIRE)	Substitution of mill and forest residues for purchased energy.	Capital grants	A.625
Biomass Energy Loan Guarantees	Substitution of forest residues/municipal wastes for petroleum	Loan guarantees	A.111
Energy from the Forest Program (ENFOR)	Research and development of new energy processes	R&D contracts	A.624

SERVICES

Special assistance is available to certain industries in the Services Sector. If you are involved in one of the following, then you may be eligible for support:

- Tourism*;
- Book Publishing*;
- Film Production*; and
- Commercial Facilities*.

Tourism

The *Canadian Government Office of Tourism* (CGOT), besides providing a multi-million dollar advertising program to attract tourists to Canada, also offers the tourist industry important information services. The Marketing Branch of CGOT can provide you with information on all aspects of the tourism industry in Canada, including transportation, dining services, recreation and resources, accommodation and events and attractions. CGOT provides free publications on the tourism industry, and will display tourist operators' own advertising brochures (minimum 2,000) at all CGOT offices upon request (B.112).

Through the Department of Regional Economic Expansion, federal-provincial *Development Agreements* have been established in British Columbia, Saskatchewan, Manitoba, New Brunswick, Nova Scotia and Newfoundland to encourage small tourism operations to expand facilities (A.400 series). In addition, the federal government provides funding for developing *wharf and marina* facilities (A.817-818), as well as providing *small craft harbours* (A.816).

Film Production

Loans and investment support are available from the *Canadian Film Development Corporation* (A.808); technical advice and information are provided by the *National Film Board* (B.514); and support is available to promote Canadian films in *film festivals* (A.809-810).

Book Publishing

Private firms may be subsidized for non-recurring pre-publication costs and book promotions through the *Book Publishing Development Program* (A.801). The *Canada Council* also provides assistance with publication and translation of books in addition to its other activities (A.803.)

Commercial Facilities

If you are considering establishing a commercial facility with capital costs of over \$100,000 in a slow-growth area, and are having difficulty in obtaining financing, you may be able to obtain a loan guarantee through the *Regional Development Incentives Program* (A.401).

SUMMARY: SERVICES

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
TOURISM			
Tourist Industry Assistance	Promotes growth of tourist industry.	Canadian Government Office of Tourism's services.	B.112
Federal-Provincial Development Agreements	Promotes development of tourism industry in selected areas in six provinces.	Loans, forgivable loans, interest subsidies and incentive grants.	A.400 Series
Tourist Wharf Program	Development of areas with tourist potential.	Grants towards capital costs.	A.818
Marina Assistance Program	Provides safe mooring for recreational craft.	Grants	A.817
Small Craft Harbours Program	Provides harbour facilities.	Facilities provided and maintained.	A.816
FILM PRODUCTION			
Canadian Film Development Corporation	Promotes development of Canadian feature films.	Investment in film production.	A.808
National Film Board Information Service	Technical assistance to improve quality of Canadian films.	Technical services.	B.514

Cinema Canada

Promotion of Canadian films.

Participation in film festivals abroad.

A.810

Grants to International Film Festivals

Promotion of Canadian films.

Grants for up to 15% of total budget.

A.809

BOOK PUBLISHING

Book Publishing Development Program

Encouragement of Canadian publishing industry.

Grants.

A.801

Canada Council

Assistance to Canadian Publishing Houses

Financial assistance with costs of publication and translation.

A.803

COMMERCIAL FACILITIES

Regional Development Incentives Program

Assists establishment of commercial facilities of over \$100,000 in slow-growth areas.

Loan guarantees.

A.401

CONSTRUCTION

If you are a builder then the following federal assistance is available to you:

- Financing Assistance*;
- Industry Development Support*; and
- Tax Measures*.

Financing Assistance

Under the *National Housing Act* (NHA), financing for new house construction is available to building firms. Generally loans are made by approved lending institutions and insured by the Canada Mortgage and Housing Corporation (CMHC). If financing is not available from approved lenders because of a lack of mortgage funds, CMHC may make direct loans (A.112). The production of rental and ownership housing is also encouraged by Graduated Payment Mortgage (GPM) loans (A.115) which are available to developers, builders and new home buyers. Compared to standard mortgages, the GPM results in lower monthly payments in the early years of a mortgage repayment.

Industry Development Support

In addition to the *National Building Code* (B.203), which establishes construction standards, the government assists and encourages effective building design in two ways. Energy efficient designs are promoted through *Building Design Energy Systems Analysis* courses (A.804), and through the new *Low Energy Building Design Awards* (A.509). The government also makes available to architects and others a *Computer-Assisted Design Service* (A.501). Productivity improvements are encouraged by an extensive information service provided by the Department of Industry, Trade and Commerce on the application of new techniques, processes and innovations. CMHC supports research and development on all aspects of the housebuilding industry (B.208).

The construction and construction-related industries also receive considerable direct and indirect support through other federal housing programs such as the *Residential Rehabilitation Assistance Program* (A.114) and the *Home Insulation Assistance Programs* (A.811).

Tax Measures

Many types of building materials are subject to a *reduced federal sales tax* rate of 5% (C.302). In addition, there is no federal *sales tax* on most construction equipment (C.301).

SUMMARY: CONSTRUCTION

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
FINANCING ASSISTANCE			
NHA Builders Loans	Financing for new house construction.	Usually loan insurance; some direct lending.	A. 112
Graduated Payment Mortgages (GPM)	Reduces size of payment in early years of mortgage term.	Borrower receives repayment based on size of mortgage.	A. 115
INDUSTRY DEVELOPMENT SUPPORT			
National Building Code	Establishes construction standards.	Technical specifications.	B. 203
Building Design Energy Systems Analysis	Encourages development of energy-efficient designs.	Courses on use of energy systems analysis computer programs.	A. 804
Low Energy Building Design Awards (LEBDA)	Promotes designs for energy-efficient industrial, commercial and institutional structures.	Awards to Canadian architects and engineers.	A. 509
Computer-Assisted Design Service	Makes available government capabilities.	Service from Department of Public Works.	A. 501
Master Construction Specification	Standard specification descriptions for marine and heavy civil engineering projects.	Computerized master specification system.	B. 109

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
Housebuilding Research	Research is funded on all phases of housebuilding industry	Research contracted out; results available in various forms	B.208
Residential Rehabilitation Assistance Program (RRAP)	Assists in improvement and repair of dwellings.	Partially forgivable loans.	A.114
Canadian Home Insulation Program, and Home Insulation Program	Assists owners to improve home insulation.	Cost sharing of materials and insulation.	A.811
TAX MEASURES			
Reduced Federal Sales Tax	Reduces building costs	Reduced sales tax on building materials; sales tax exemption on most construction equipment.	C.301 C.302

Chapter 11:

REGIONAL DEVELOPMENT ASSISTANCE

Previous sections have described programs and services which will benefit you no matter where your business is located. In addition, special programs of assistance have been designed for firms locating in Canada's slow-growth regions. This chapter discusses three kinds of special regional aid available to you:

—*Direct Incentives for Investment and Employment*

Providing businesses in “designated regions” with grants and loan guarantees through the Regional Development Incentives Program, and lowering your taxes through investment tax credits and employment tax credits.

—*Province-Specific Programs*

Providing you with a range of assistance measures in selected sectors within each province, usually through federal-provincial subsidiary agreements.

—*Incentive Programs in the Territories*

Providing loans, loan guarantees and grants, and providing special funds for businesses which aid native peoples.

DIRECT INCENTIVES FOR INVESTMENT AND EMPLOYMENT

Regional Development Incentives Program

Direct regional incentives are available to you if you are in a “designated region”. These are slow-growth areas where special assistance is available, and presently include: the Atlantic provinces; most of Quebec, except for the Hull-West Lachute corridor; Northern Ontario, including the district of Parry Sound and most of Nipissing; Manitoba; Saskatchewan; Northern Alberta (60 miles north of Edmonton); Northern British Columbia (60 miles north of Kamloops); and the Yukon and Northwest Territories.

Grants and loan guarantees are provided through the *Regional Development Incentives Program* (RDIP) to encourage entrepreneurs to locate in the designated regions, or for industries established there to expand or modernize (A.401). Most manufacturing and processing industries are

eligible for grants and loan guarantees, while commercial facilities may qualify for loan guarantees only. The major exceptions are initial processing operations such as petroleum refining and certain parts of the pulp and paper industry, mining, and the growing, harvesting or extracting of natural products. The processing of natural products in operations such as sawmills, fish processing plants or food processing plants is eligible.

The main legislative ceilings on *incentive grants* are 20% of approved capital cost for plant modernization and/or volume expansion; and 25% of approved capital cost plus \$5,000 per direct job created, for new plants or new product expansions.

Loan guarantees may be authorized for most manufacturing and processing industries and for new commercial projects including business offices, warehousing and freight-handling facilities, shopping centres, convention facilities, hotel and motel accommodations, recreational facilities and research facilities. The minimum total capital cost for consideration for a loan guarantee is \$100,000.

Development incentives are also available for selected industries in the *Montreal Special Area* (A.412), which includes Metropolitan Montreal and its region.

Tax Credits

Credits against federal income tax are available for new investment and employment creation. The *Investment Tax Credit* (C.101) permits a deduction when you purchase certain assets to be used in manufacturing or processing, farming, fishing, logging, grain storage or the production of minerals, with extra credits applying for research and development. While investment tax credits are available throughout Canada, higher credits are available in the designated regions (with the highest rates applying in the Atlantic provinces and the Gaspé).

You can obtain a tax credit through the *Employment Tax Credit Program* (C.106) by hiring staff in addition to your normal requirements. Full-time jobs lasting at least three months may qualify for a credit that covers up to 40 hours a week for up to 12 months. Under this program, your tax credit is \$2.00/hour for the Atlantic and Gaspé region; \$1.75/hour for other designated regions; and \$1.50/hour elsewhere.

PROVINCE-SPECIFIC PROGRAMS

Federal-Provincial General Development Agreements

Regardless of the province in which your business is located, you may benefit from the Department of Regional Economic Expansion's programs set

up under the *General Development Agreements* (A.402-410). These agreements establish a framework for federal-provincial cooperation, and are implemented through subsidiary agreements which cover specific activities. (An exception is Prince Edward Island (A.411), which is covered by a Comprehensive Development Plan.) Some of these cost-sharing agreements provide for public infrastructure support, while others have established business support programs which most commonly cover three sectors:

—*Industry*

Assistance is provided for the establishment, expansion or modernization of small firms involved in manufacturing, processing, or maintenance and repair related to the manufacturing sector. Forgivable loans up to \$30,000 may be granted under these programs.

—*Tourism or Service Sector*

Assistance is provided for new tourist accommodation and related facilities, and for the expansion or modernization of existing facilities. Assistance is in the form of loans, forgivable loans, interest subsidization, or incentive grants. Grants and forgivable loans are also available for service sector assistance in some areas.

—*Agriculture/Rural Development*

Financial assistance is provided for the development of agricultural, processing, and manufacturing facilities or services which will help the economy of rural areas.

The distribution of these types of development agreements which provide direct support to business is shown in the table below. The numbers are references to Annex A (A.400 series) where more detail is provided on these and other agreements currently in effect.

	Industrial	Tourism/ Services	Agriculture/ Rural Development
Newfoundland		A.402	A.402
Prince Edward Island	A.411	A.411	
Nova Scotia		A.403	
New Brunswick	A.404	A.404	
Manitoba	A.407	A.407	
Saskatchewan		A.408	
Alberta			A.409
British Columbia	A.410	A.410	A.410

Other Regional Development Programs

Depending on your line of business and location, you might also qualify for assistance under other regional development programs. The *Prairie Farm Rehabilitation Administration* (PFRA) conducts ongoing projects to develop and promote improved systems of farm practice, tree culture, water supply (including farm wells) and land utilization in the low precipitation areas of Manitoba, Saskatchewan and Alberta (A.613).

Special Agricultural and Rural Development (Special ARDA) Agreements with Manitoba, Saskatchewan, British Columbia, the Yukon and the Northwest Territories provide for specific measures to ensure that rural residents, particularly those of Indian or Inuit ancestry, are able to benefit from rural development programs. Assistance normally takes the form of cash grants to the individual, group or community starting a project, and may also include funds for training and other services. Special ARDA assistance may be granted to projects related to primary production, processing, manufacturing, services, and social development projects (A.413).

The viability of small and medium-sized businesses in Newfoundland and Labrador is being improved through the *Newfoundland and Labrador Development Corporation* (A.415), financed by the federal and provincial governments. Its activities include loan financing for the establishment, expansion or modernization of the operations of clients, equity financing, management advisory services, and other related assistance.

In Cape Breton, the federal government operates the *Cape Breton Development Corporation* (DEVCO) to assist the development of industry on Cape Breton Island, to provide employment outside the coal-producing industry, and to contribute to the rehabilitation and modernization of mines in the Sydney coal field. Any enterprise that can produce permanent employment and earnings may be eligible for assistance (A.414).

Finally, companies in the Atlantic Region may consult the *Physical Distribution Advisory Service* (B.106), which assists shippers in the Atlantic Region by providing information relating to freight transportation, warehousing, inventory control, material handling, customer service, market forecasting, plant and warehouse site selection, delivery service, order processing and protective packaging.

INCENTIVE PROGRAMS IN THE TERRITORIES

In Northern Canada, a variety of federal programs can help you. Separate *Small Business Loan Funds* (A.103-104) in the Yukon Territory and Northwest Territories provide financing, in the form of term loans, for business enterprises where the required credit or other financial assistance is

not available from other sources on reasonable terms and conditions. The Northwest Territories' Department of Economic Development and Tourism administers a number of financial assistance programs (A.113) directed towards business, with special emphasis given to businesses owned and/or operated by the Territories' original peoples:

- Fisherman's Loan Fund*: Guaranteed bank loans to assist commercial fishermen on Great Slave Lake.
- Tourist Accommodation Grants*: Capital grants, management assistance and training grants to develop and operate tourist accommodation.
- Assistance to Industry*: Interim financing, seed capital, and funds to complement development loans provided to resident businesses.

Roadbuilding assistance is provided through the *Northern Resource Roads Program* (A.813). This program is a cost-sharing arrangement for the construction of initial or permanent access roads in the Yukon and Northwest Territories. Any industry which will add to the growth and development of the Territories may be eligible for road-building assistance.

For qualified and licensed prospectors in the north, the *Prospectors' Assistance Program* (A.626) provides grants to encourage the search for minerals in the Yukon and Northwest Territories. Prospectors and commercial enterprises are also well served by the *Exploration and Mining Services* (B.309) of the Department of Indian Affairs and Northern Development, providing geological information and advisory services for the mineral industry.

SUMMARY: REGIONAL DEVELOPMENT ASSISTANCE

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
DIRECT INCENTIVES FOR INVESTMENT AND EMPLOYMENT			
Regional Development Incentives Program (RDIP)	Encourages firms to locate, modernize or expand in designated slow-growth regions.	Grants and loan guarantees based on capital and salary costs; rates vary according to area.	A.401
Investment Tax Credit	Credit against federal income taxes for investment in qualifying assets.	Tax credit varies according to region, with extra credits available for research and development.	C.101
Employment Tax Credit	Credit against federal income taxes for jobs created in addition to an employer's normal work force.	Up to \$2.00 per hour subsidy (depending on region) for hiring unemployed workers; administered through Canada Employment and Immigration Commission.	C.106
PROVINCE-SPECIFIC PROGRAMS			
Federal-Provincial Development Agreements	Encourage economic development through joint federal-provincial subsidiary agreements; establish various business assistance programs.	Assistance varies widely by province, line of business, and program.	A.400 series
Prairie Farm Rehabilitation Act (PFRA)	Combats drought and soil drifting through improved systems of farm practice, tree culture, water supply land utilization.	A wide range of assistance is available.	A.613
Special Agricultural and Rural Development Agreements (Special ARDA)	Encourage rural economic development primarily for the benefit of rural residents of Native ancestry; applies to broad range of activities.	Grants and other direct financial assistance.	A.413

Newfoundland and Labrador Development Corporation (NLDC)	Improves viability of small and medium-sized businesses in Newfoundland and Labrador.	Loans and equity financing; management advisory services; other related assistance.	A.415
Cape Breton Development Corporation (DEVCO)	Promotes development of industry on Cape Breton Island; assists development of employment outside coal industry; rehabilitation and modernization of coal fields.	Provides financial assistance.	A.414
Physical Distribution Advisory Service (PDAS)	Technical advice to firms in the Atlantic Region on matters relating to product marketing and distribution.	Advisory services.	B.106
INCENTIVE PROGRAMS IN THE TERRITORIES			
Small Business Loan Funds	Provide term loans in Yukon, Northwest Territories when not otherwise available	Loans	A.103 A.104
NWTF Financial Assistance Program	Provides financial assistance to various types of business, especially those businesses owned and/or operated by the Territories' original peoples.	Grants, loans, interim financing.	A.113
Prospectors Assistance Program	Encourages search for minerals in the Territories.	Grants	A.626
Exploration and Mining Services	Assists the northern mineral industry through geological information and advisory services.	Various types of information are provided.	B.309
Northern Resources Roads Program	Construction of access roads to resources.	Cost-sharing	A.813

Chapter 12:

ASSISTANCE TO SMALL BUSINESS

Regardless of the size of your business, the federal government provides an extensive range of programs and services of support, as previous sections describe. However, the government appreciates that if your business is small or medium-sized, you may require further help. In recognition of the vital importance of the Canadian small business sector, several measures have been developed which apply partly or wholly to small and medium-sized business. If you are like the majority of Canadian business people, these could quite possibly apply to your business too.

Before turning to specific measures, there are two initiatives for small business you should know about. The first, and one of the most important government initiatives to help you, results from the appointment in 1976 of the *Minister of State for Small Business*, whose function is to promote the cause of small business within the federal government. A comprehensive strategy for small business was announced in September 1977. This strategy is described in a booklet entitled "Small Business in Canada: Perspectives", available on request from:

Small Business Secretariat,
Department of Industry, Trade and Commerce,
235 Queen Street,
Ottawa, Ontario
K1A 0H5

The Secretariat is also available to help resolve problems encountered by small business managers and owners.

There is another address which you should know: the *Office for the Reduction of Paperburden* (B.510). As its name implies, this office serves as a focal point for cutting the amount of paperwork imposed on small and medium-sized businesses. Existing documents are being simplified, and government departments are being encouraged to reduce "red tape". In addition, all new legislation will be examined to keep to a minimum the paperwork it would require of business. This office is there to help you;

therefore, if you have concerns about government paperwork you should contact:

Office for the Reduction of Paperburden,
240 Sparks Street,
Ottawa, Ontario
K1A 0H5

Federal assistance to small business is highly diverse, reflecting the range of needs and decisions facing individual businesses, and includes the following:

—*Financing and Related Assistance*

Providing assistance with your financing problems through loans, loan guarantees, forgivable loans, and grants.

—*Taxation Relief*

Directly aiding small business through numerous provisions in the tax system (income tax, customs, sales and excise taxes).

—*Manpower Assistance*

Helping you attract and keep the kind of manpower your firm needs to prosper.

—*Management Improvement and Consultation*

Providing you with assistance in the form of experienced counsel and advice on how to run your business better.

A final section sums up various other forms of assistance, including government procurement, R&D and product design.

FINANCING AND RELATED ASSISTANCE

One of the constant problems of small business, especially in the start-up and expansion phases, is obtaining adequate financing at reasonable interest rates. Chapter 5 deals with business financing, so this section just highlights the forms of financing assistance available for your small business.

Loans are often difficult to secure, especially if your collateral or initial equity is low. To help you, the federal government under the *Small Business Loans Program* (A.102) guarantees loans which you negotiate with commercial banks and other private-sector institutions for start-ups and expansion. With this guarantee, lenders are encouraged to make funds available at an interest rate of prime-plus-one to small businesses that they might otherwise consider too risky. These loans can be for equipment, premises or land. If farming or fishing is your business, the *Farm Improvement Loans* (A.201) and *Fisheries Improvement Loans* (A.206) programs also serve to provide loan guarantees.

A popular source of small business financing assistance is the *Federal Business Development Bank* (A.101). This extends financial assistance to new or existing businesses, with a focus on those of small or medium size, when they cannot find other sources of financing under reasonable terms and conditions. Financing is available by means of loans, loan guarantees, equity financing, or any combination of these methods depending on the needs of the business.

Financial and other assistance is also available through the *Enterprise Development Program* (A.302), which helps smaller and medium-sized companies become more viable and internationally competitive. The program is designed to help eligible firms undertake relatively high risk innovative or adjustment projects that can be expected to yield attractive rates of return on the total investment.

For businesses which are run by or primarily for the benefit of Eskimos and Indians, there are two similar programs, the *Indian Economic Development Fund* (A.105) and the *Eskimo Loan Fund* (A.106). Similarly, *Loan Funds* in the Yukon Territories (A.103) and Northwest Territories (A.104) are aimed at providing loans to small enterprises in the North. Small and medium-sized enterprises on Cape Breton Island and in Newfoundland and Labrador can receive assistance from the federal *Cape Breton Development Corporation* (A.414), and the *Newfoundland and Labrador Development Corporation* (A.415), respectively.

Funds for small business are also available from the programs set up under federal-provincial regional development subsidiary agreements, as discussed in Chapter 11: Regional Development Assistance. A number of provinces have established *industrial assistance programs* through these agreements. Generally, they provide forgivable loans for the modernization, expansion or establishment of small manufacturing and processing firms. They currently exist in British Columbia (A.410), Manitoba (A.407), and New Brunswick (A.404). Six provinces also have *tourism development programs*, which may benefit small enterprises in this line of business (A.400 series).

TAXATION RELIEF

General tax measures that could help you are described in Annex C. However, if you operate a small business, you should be aware of particular measures which have been introduced to help small firms. Many of these work through the income tax system, while others provide relief from tariffs and sales and excise tax payments.

Income Tax Measures

The most general is the *small business deduction* (C.105), which reduces the federal tax rate on eligible amounts of active business income to 15% (from the general rate of 36%) for Canadian-controlled private corporations. Its purpose is to provide additional funds for small business expansion. There is a further *tax reduction on manufacturing and processing profits* (C.103). Firms in this sector which qualify for the small business deduction pay federal tax at a rate of 10%, compared to a manufacturing/processing profits tax rate of 30% for large firms.

If you are investing, the *Investment Tax Credit* (C.101) permits you to deduct from your taxes a credit related to expenditures on certain depreciable property. The November 16, 1978 Budget proposed to increase the basic investment credit and to extend the qualifying period indefinitely. It also proposed a new credit of 25% for research by Canadian-controlled private corporations which qualify for the small business deduction.

Several other measures may particularly benefit the small business. *Employee stock options* (C.205) can compensate key employees without tying-up working capital. For the family business corporation, an *intergenerational transfer of shares* (C.209) can be made without paying capital gains tax immediately (within limits). Finally, there are certain measures which apply to *family farms* (C.210) and to *farming* and *fishing* operations more generally (C.211-212).

Customs, Sales and Excise Tax Measures

Special relief from federal sales tax (C.301) is provided to small-scale manufacturers and producers with less than \$50,000 of annual sales of taxable goods. In addition, a *reduced paperwork* requirement for small business is now in effect due to a new flexibility in the frequency of filing federal sales and excise tax returns. If you qualify, you will now file returns semi-annually or quarterly, rather than monthly. Approximately one-half of Canada's small manufacturing businesses are eligible to benefit from this.

The federal government will also permit small manufacturers to *purchase or import production machinery* they use to manufacture their goods, without payment of tax or duty (C.301).

MANPOWER ASSISTANCE

The Canada Employment and Immigration Commission provides a wide range of services designed to assist businesses in the recruitment and upgrading of staff and many of these are useful to small firms—for example, a large percentage of the participants in the *Canada Manpower Industrial Training Program* (A.702) are businesses of fewer than 15 employees. One

program of particular benefit to small business is the *Small Business Intern Program* (A.706), which provides wage subsidies to create jobs for recent graduates of Canadian universities and community colleges. And the *Employment Tax Credit* (C.106) provides a tax credit of up to \$2.00 per hour for 12 months to firms who hire additional workers beyond their normal requirements.

MANAGEMENT IMPROVEMENT AND CONSULTATION

In addition to the Small Business Secretariat, a major source of information and assistance for managers of small business is the *Federal Business Development Bank* (FBDB). Besides offering loans and other forms of financing assistance, FBDB provides three other services:

- The *Small Business Information Service* (B.410) is both an enquiry and referral service for government and other assistance programs. Callers can obtain up-to-date information on these programs, and are referred to appropriate representatives of the programs. FBDB also holds information sessions to which business persons are invited to learn about the various assistance programs, and publishes pamphlets on business management, such as the quarterly news bulletin “Small Business News”.
- Several forms of *Management Training* for small business are provided by FBDB, including courses, seminars and other meetings for the promotion of good management practices. The most popular are one-day seminars held in smaller centres across the country, covering subjects such as taxation, cash flow, marketing, cost controls, and bookkeeping (B.408).
- The *Counselling Assistance to Small Enterprise* (CASE) program is a management counselling service with retired businessmen acting as counsellors to assist owners and managers of business enterprises, particularly those of smaller size, to improve their methods of doing business. There is only a nominal daily charge for each counsellor assigned (B.406).

Assistance with product design is provided through the programs of *Design Canada* (A.805). These programs, aimed primarily at the small and medium-sized business, encourage better Canadian design and product development through financial incentives, management training, technical advisory assistance, information seminars, and encouragement of the design professions. These can be of particular benefit if your business is too small to hire staff for this purpose.

The government is considering an expansion of its support for the establishment of local *Business Councils* (A.802). Started as a pilot project in

Hamilton-Wentworth, Business Councils are composed of volunteers from large companies in the area who lend their expertise to small and medium-sized businesses, particularly on aspects of productivity improvement.

OTHER ACTIVITIES

Besides the measures mentioned above, which you can access directly, the federal government has taken other important initiatives of interest to small business:

—*Small Business and Government Procurement*

To encourage even more sub-contracting to small firms by large companies receiving federal contracts, the Department of Supply and Services has asked major suppliers to appoint a co-ordinating officer for all sub-contracts to small businesses. Companies bidding on government contracts will be requested to include in their tenders a plan to sub-contract to small businesses. To help further, the Comptroller-General will examine methods to speed up payment on government contracts (B.111).

—*Business Opportunities Sourcing System (BOSS)*

A domestic sourcing system is being established, as a readily accessible computer-based product information bank which will permit domestic and foreign buyers to identify Canadian sources of supply. This will particularly assist small and medium-sized businesses to market their products. The project is intended to be jointly funded and administered by the federal and provincial governments.

—*Research Institutes*

If you are unable to fund your own research and development facilities, you may contract with various research institutes which have been established with federal seed money. Currently, there are a number of industrial research institutes, centres for advanced technology, and industrial research associations (B.202, D.5-8). Salary support for research undertaken by research organizations for small companies is available from the *Mini-Industrial Research Assistance Program* (Mini-IRAP) (A.507) and the extended *Scientific and Technical Employment Program* (STEPEX) (A.516).

SUMMARY: ASSISTANCE TO SMALL BUSINESS

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
FINANCING AND RELATED ASSISTANCE			
Small Business Loans	Assist small business in arranging loans necessary to purchase equipment, premises or land.	Guarantee loans with commercial lenders; interest is prime rate plus one percentage point.	A. 102
Farm Improvement Loans; Fisheries Improvement Loans	Assist persons/firms in these businesses to raise loans necessary to purchase equipment, premises or land.	Guarantee loans with commercial lenders; interest is prime rate plus one percentage point.	A. 201 A. 206
Federal Business Development Bank (FBDB): - Financial Assistance	Provides financial assistance to firms unable to raise private capital at reasonable rates.	Loans, loan guarantees, equity financing; available in combinations as needed.	A. 101
- Small Business Information Service	Enquiry and referral service on government programs for business; also provides information sessions and publications on small business.	Local FBDB offices provide this service.	B. 410
- Management Training	Upgrades managerial capability of small business	Courses, seminars, meetings.	B. 408
- Counselling Assistance to Small Enterprise (CASE)	Provides management counselling by retired businessmen to small business.	Counsellors are assigned at a nominal daily cost.	B. 406

<i>Program or Service</i>	<i>Purpose and Description</i>	<i>Form of Assistance</i>	<i>Annex Page</i>
Enterprise Development Program	Assists with high risk business adjustment and product/process innovation.	Loans, loan guarantees, and grants (of up to 75% for small businesses) as required in particular circumstances.	A.302
Indian Economic Development Fund; Eskimo Loan Fund	Assistance for businesses run by, or primarily for, the benefit of Indians and Eskimos.	Loans	A.105 A.106
Business Funds, NWT and Yukon	Assistance to small enterprises.	Loans	A.103 A.104
Cape Breton Development Corporation (DEVCO)	Promotes industrial development on Cape Breton Island.	Financing assistance.	A.414
Newfoundland and Labrador Development Corporation (NLDC)	Improves viability of small and medium-sized business in Newfoundland and Labrador.	Financing assistance and advisory services.	A.415
Federal-Provincial Development Agreements	Establish programs to assist development of small enterprises.	Form and conditions of assistance vary by program; programs currently exist in Newfoundland, New Brunswick, Nova Scotia, Prince Edward Island, Manitoba, Saskatchewan, Alberta, British Columbia.	A.400 Series
TAXATION RELIEF			
Income Tax Measures			
Small Business Deduction	Provides additional funds to Canadian small business through lower tax rate.	Reduces federal tax rate to 15% on eligible profits.	C.105
Tax Reduction on Manufacturing Profits	Lowers taxes payable by small manufacturing/processing firms.	Reduces federal tax rate to 10% on eligible profits.	C.103

Investment Tax Credit	Encourages investment by providing a tax credit based on the costs of acquiring certain productive assets.	C.101
Employee Stock Options	Provides a mechanism for compensation of employee without using working capital.	C.205
Transfer of Shares of Family Business Corporation	Permits deferral of tax on inter-generational transfer of family business.	C.209
Customs and Excise Measures		
Relief from Federal Sales Tax	Eliminates federal sales tax payable by small-scale manufacturers and producers.	C.301
Duty Exemptions	Reduces machinery costs of small-scale manufacturers.	C.301
MANPOWER ASSISTANCE		
Canada Manpower Industrial Training Program	Develops worker skills through on-the-job training.	A.702
Small Business Intern Program	Creates jobs in small enterprises for graduates.	A.706
Employment Tax Credit	Credit against federal income taxes for jobs created in addition to an employer's normal workforce.	C.106

ANNEXES

Annex A:

FINANCIAL ASSISTANCE PROGRAMS

A.100 **BUSINESS FINANCING—MANUFACTURING, PROCESSING AND SERVICE INDUSTRIES**

A.101

BUSINESS FINANCING—FEDERAL BUSINESS DEVELOPMENT BANK

Description

The Federal Business Development Bank (FBDB) is a Crown Corporation which assists the creation and growth of business enterprises across Canada by providing them with financial and management services. It supplements such services available from others and gives particular attention to the needs of smaller enterprises. FBDB extends financial assistance to almost every type of new or existing Canadian businesses which do not have other sources of financing available to them on reasonable terms and conditions.

Benefits

FBDB provides loans, loan guarantees, equity financing, or any combination of these in whatever manner best suits the particular needs of the business. Where loans are involved they are made at interest rates which are in line with those generally available to business. Security is usually a first charge on fixed assets. Where equity is involved, FBDB normally takes a minority interest and is prepared to have its investment repurchased on suitable terms.

Most customers of the Bank use the funds to acquire land, buildings or equipment. Some use them to strengthen working capital, to establish new businesses and for other purposes.

FBDB financing ranges in size from a few thousand dollars upwards. Most loans are for \$100,000 or less. About half are for \$25,000 or less and the average size of loan is around \$50,000. Loans authorized in 1978 amounted to \$556 million.

Who May Apply

Businesses which do not have other sources of financing available at reasonable rates.

Information

Any of FBDB's 90 offices across Canada (D.10)

or

The Secretary, Federal Business Development Bank,
Box 6021, Montreal, H3C 3C3.

A.102

SMALL BUSINESS LOANS

Description

Under the provisions of the Small Business Loans Act, all chartered banks, Alberta Treasury Branches and other approved lenders such as credit unions, caisses populaires, trust companies, etc. are authorized to make guaranteed loans to small business enterprises for purchase or modernization of equipment or premises, and for the purchase of land.

Benefits

Loans are provided for:

- The purchase of fixed or movable equipment, including the cost of installation, and the renovation, improvement or modernization of equipment where this is appropriate.
- The purchase or construction of new premises or the improvement or modernization of existing premises in which the business is carried on or about to be carried on.
- The purchase of land for the operation of a business, including the purchase of buildings thereon.

Refinancing of existing debts or working capital requirements are not eligible for financing.

Loans can be used to finance up to:

- 80% of the cost of fixed or movable equipment, including installation.
- 90% of the cost of the purchase or construction of new premises, the purchase of land, or the renovation or improvement of existing premises.

The rate of interest is set at 1% over the prime lending rates of the chartered banks and fluctuates (higher or lower) with changes in the prime lending rate for the duration of the loan.

Loans may be made up to a maximum of \$75,000 outstanding at any one time.

In 1978-79 the government guaranteed \$200 million in small business loans.

Who May Apply

Small business enterprises in manufacturing, wholesale or retail trade, service businesses, construction, transportation and communications whose gross revenues do not exceed \$1.5 million during the fiscal period in which the application is made.

Information

Any approved lender

or

Department of Industry, Trade and Commerce, Ottawa, K1A 0H5

A.103

SMALL BUSINESS LOAN FUND (YUKON TERRITORY)**Description**

The Yukon Small Business Loan Fund provides loans for business enterprises in the Yukon Territory where the required credit or other financial assistance is not available from other sources on reasonable terms and conditions.

Benefits

Term loans of up to \$50,000 are provided at interest rates tied to Federal Business Development Bank loan rates. Loans must be repaid within ten years. Borrowers must have been turned down by other lending institutions before applying to SBLF. Loans can be used for financing the purchase, installation, renovation, improvement or modernization of equipment or premises used in the course of carrying on a small business enterprise. Inventory is not eligible.

Who May Apply

Yukon small businesses. Borrowers are mainly Métis who are not eligible for benefits of the Indian Economic Development Fund. (See A.105)

Information

Yukon Territorial Government, Whitehorse, Y.T.

A.104

SMALL BUSINESS LOAN FUND (NORTHWEST TERRITORIES)**Description**

The Government of the Northwest Territories administers the Small Business Loan Fund (NWT) to provide term loans and guarantees to business enterprises in the Northwest Territories where the required credit or other financial assistance is not available from other sources on reasonable terms and conditions.

Benefits

Term loans ranging from \$2,500 to a maximum of \$100,000 are repayable, in some cases, up to 15 years. Interest rates are "tied" to Federal Business Development Bank rates. This program supplements the Indian Economic Development Fund (See A.105) and Eskimo Loan Fund (See A.106) and is intended primarily for the use of Métis. Loans can be used to acquire land, buildings, and equipment as well as inventory.

Who May Apply

Eligible businesses in the North West Territories whose gross revenues do not exceed \$1 million per year.

Information

Government of the Northwest Territories, Yellowknife, N.W.T., OXE 1H0

A.105

INDIAN ECONOMIC DEVELOPMENT FUND

Description

This program helps Indians to establish and develop profitable businesses that will provide work for Indians living on or off the reserves.

Benefits

The program provides loans, loan guarantees, contributions or grants, and advice on management matters. It also provides incentives to new or expanded business enterprises which will provide economic benefits to Indian people. Contributions will be made mainly to businesses willing to locate manufacturing or processing facilities on reserves.

Indians wanting to cultivate land or raise cattle can get funds and training, and assistance is available for the consolidation of farming operations as well as for the establishment of new farms.

Indians who want to work in the hunting and fishing industry may be assisted with loans, training, managerial courses and technical assistance. Special guide-training courses are held in cooperation with provincial occupational training services.

In 1978-79 grants and contributions amounting to \$32.2 million, loans of \$3.2 million and loan guarantees of \$2.6 million were made.

Who May Apply

Indian farmers, guides and fishermen, and Indians and established companies willing to locate manufacturing or processing facilities on Indian reserves.

Information

Department of Indian Affairs and Northern Development
District or Regional Offices
or
Ottawa, K1A 0H4

A.106

ESKIMO LOAN FUND AND ASSOCIATED FINANCIAL ASSISTANCE PROGRAMS**Description**

The Eskimo Loan Fund and its associated financial assistance programs provide guarantees, loans, and contributions for commercial enterprises operated by Inuit or Inuit controlled organizations.

Benefits

Loans or bank loan guarantees may be made for any of the following purposes:

- Establishment of commercial businesses. Such businesses may be sole proprietorships, registered or unregistered partnerships, corporations, cooperatives or cooperative federations, credit unions or caisses populaires.
- The provision of additional working capital to existing businesses.
- The construction, purchase, reconditioning or repair of commercially owned buildings whose primary use is for business purposes.
- The construction, purchase, repair or reconditioning of vessels (including canoes and small boats) whose primary use will be commercial, and ancillary facilities including docks, boat cradles and boat houses.
- The purchase or repair of vehicles and aircraft to be used in any gainful occupation.
- The purchase, repair or reconditioning of engines, machinery, tools, equipment, materials and stock-in-trade to be used in any gainful occupation.
- The purchase of furniture, furnishings and fixtures intended for use in a commercial building.

Contributions may be made to help such basic needs as provision of infrastructure, economic planning, feasibility study, appraisals, legal fees, provision of support services and start-up costs. Applicants are expected to make an equitable contribution.

Who May Apply

Eskimos, Eskimo cooperatives, companies, etc.

Information

For applicants in the NWT: Nearest NWT Economic Development Officer.

For applicants in Labrador: Indian Affairs and Northern Development, P.O. Box 160, Amherst, N.S., B4H 3Z3.

For applicants elsewhere: Department of Indian Affairs and Northern Development, 1141 Route de l'Eglise, P.O. Box 8300, Ste-Foy, Quebec, Quebec, G1V 4C7.

A.107

EXPORT LOANS—EXPORT DEVELOPMENT CORPORATION

Description

The Export Development Corporation (EDC) makes long term loans and loan guarantees to foreign borrowers to finance and expand Canadian exports. Emphasis is placed on the quality of Canadian content, the type and number of Canadian jobs sustained or created, the impact on subcontractors, and the effect and possibility of participation by small and medium-sized Canadian businesses. EDC strives to achieve the greatest benefit to Canada per dollar of Corporation funds.

Benefits

EDC provides long term loans to foreign borrowers, either by separate loan agreements or by confirmed lines of credit, and guarantees loans to foreign borrowers at internationally competitive interest rates to finance Canadian exports of capital equipment and services. EDC cooperates with banks and other financial institutions to ensure that maximum financial support can be channelled toward Canadian export trade. EDC normally requires the foreign borrower to make a cash payment of at least 15% of the export contract price.

At December 31, 1977 the total amount of agreements signed since the inception of the program in 1961 was \$4,284.4 million. Loans ranging from \$0.2 million to \$285.0 million, excluding lines of credit, have been made to borrowers in 69 countries. In 1977 alone, loan and guarantee agreements amounted to \$1,070.5 million.

Who May Apply

Canadian exporters may submit loan applications on behalf of foreign borrowers.

Information

Export Development Corp., Regional Offices (D.9)

or

Box 655 Ottawa, K1A 5T9

EXPORT CREDITS INSURANCE AND GUARANTEES— EXPORT DEVELOPMENT CORPORATION

Description

The Export Development Corporation (EDC) assists in expanding Canada's export trade by insuring export transactions against various political and commercial risks of loss, excluding risks which are normally covered by commercial users, and by providing guarantees and credit facilities.

Benefits

EDC offers insurance to Canadian businesses with respect to losses incurred under export transactions. Generally the risks insured are non-payment arising from insolvency of the buyer, currency transfer and conversion restrictions, war and other like disturbances, the incurring of certain costs due to interruption or diversion of voyages outside North America, export controls, and other causes occurring outside Canada and preventing performance of the export contract. EDC insurance does not normally provide coverage where there is an unresolved dispute existing between the exporter and buyer relating to the export contract, nor where the loss is due to the fault of, or is avoidable by, the exporter. Subject to suitable conditions, EDC generally assumes 90% of the risk and the policyholder 10%.

Whole Turnover policies are issued to exporters of general commodities whereby insurance coverage is provided for their export businesses during the succeeding twelve months. In the case of sales or leases of capital goods or contracts providing services and technology to foreign buyers, Specific Contract policies may be issued to cover individual transactions. Whole Turnover and Specific Contract policies have no minimum dollar value.

Where deferred payment terms require credit facilities EDC, in addition to such insurance, offers guarantees to banks or other lenders who agree to provide financing.

The total declared value of exports in respect of which EDC issued insurance and related guarantees in 1977 was \$1,299.4 million.

Who May Apply

Canadian export businesses

Information

Export Development Corp. Offices in Vancouver, Toronto, Montreal, Halifax (D.9)
or
Export Development Corp., Box 655, Ottawa, K1P 5T9

FOREIGN INVESTMENT GUARANTEES—EXPORT DEVELOPMENT CORPORATION

Description

The Export Development Corporation (EDC) administers a program of insurance to Canadian investors against certain risks of loss of their investments abroad. Joint venture participation with nationals of the host country is encouraged. The program is designed to place Canadian investors in positions of competitive equality with nationals of other countries which have similar schemes, and thus to help maintain or enhance Canada's trade position.

Benefits

Contracts of foreign investment insurance may be issued only in respect of new investments in a foreign country which will provide economic advantages to Canada or will contribute to the economic growth and development of the country in which it is made. The program covers virtually all forms of foreign investment including investments made through a related company based in Canada, the host country or a third country. EDC foreign investment insurance covers three broad risks: insurrection, revolution or war; expropriation; and inconvertibility or inability to repatriate earnings or capital. The period of coverage is restricted to a maximum of fifteen years. The investor is required to assume some of the risk, and contracts do not cover risks which can be and normally are insured with commercial insurers. The value of insured investments outstanding in 1977 was \$183.5 million.

Who May Apply

Canadian export businesses

Information

Export Development Corp. Offices in Vancouver, Toronto, Montreal, Halifax (D.9)
or

Export Development Corp., Box 655, Ottawa, K1P 5T9

SURETY RISK PROTECTION INSURANCE—EXPORT DEVELOPMENT CORPORATION

Description

The Export Development Corporation provides a comprehensive program of performance-related bonds and guarantees to help make Canadian exporters more competitive in bidding for contracts abroad.

Benefits

Performance-related bonds and guarantees are provided to cover advance payments, progress payments and performance and completion provisions in commercial contracts to complement EDC’s existing financing, insurance and guarantee facilities.

EDC has also introduced the Contractors’ Surety Program which extends the area of eligibility to contractors who have had difficulty meeting the level of Canadian content required by EDC for its regular insurance programs.

Who May Apply

Canadian export businesses

Information

Export Development Corp. Offices in Vancouver, Toronto, Montreal, Halifax, (D.9)
or
Export Development Corp., Box 655, Ottawa, K1P 5T9

A.111

BIOMASS ENERGY LOAN GUARANTEES

Description

The loan guarantee program encourages the use of forest residues or municipal wastes for purposes of generating heat and electricity. The program helps reduce Canada’s dependence on petroleum through substitution of other energy sources. An important role in achieving this objective can be played by local utilities or their equivalents.

Benefits

Guarantees, to a maximum of \$30 million for any single project, may be provided on loans covering up to 50% of approved capital costs for eligible projects. The guarantee may extend to 66 2/3 percent of approved capital costs if the high efficiencies associated with co-generation of heat and electricity are achieved. The program has a loan guarantee ceiling of \$150 million.

Who May Apply

Local utilities and other energy operations

Information

Department of Energy, Mines and Resources,
Ottawa, K1A 0E4

HOUSING LOANS—CANADA MORTGAGE AND HOUSING CORPORATION

Description

Assistance is provided by the Canada Mortgage and Housing Corporation to finance house-building, acquisition and renovation on reasonable terms and conditions.

Benefits

Insured Loans - Under the National Housing Act and proposed amendments, financing for the acquisition, renovation or construction of housing is available to builders of housing for sale, renovation firms, investors in rental housing developments, individuals wishing to purchase new or existing houses or build their own homes, and non-profit and co-operative housing organizations. These loans are made by approved lending institutions (life insurance companies, trust and loan companies and chartered banks) and insured by CMHC against loss by default. The type of mortgage loan available may be the standard NHA insured mortgage or a graduated payment mortgage (A.115) where the monthly payments start at a relatively low amount, gradually increase, then level out.

Direct Loans - Under the National Housing Act and proposed amendments, CMHC may make direct loans for the construction, purchase or renovation of homes for native people in rural areas. Direct loans are also available to owner-occupants of homes in any area eligible for residential rehabilitation assistance. Depending upon the availability of funds, direct loans may also be made to individuals, builders, and non-profit and cooperative organizations to finance housing projects in areas where approved lenders are inactive.

Who May Apply

Builders involved in construction or renovation of housing for sale, investors in rental housing units and buyers, including cooperatives and non-profit organizations.

Information

Canada Mortgage and Housing Corporation
Ottawa, K1A 0P7

CMHC also has offices in most major urban centres.

NWT FINANCIAL ASSISTANCE PROGRAMS

Description

The Government of the Northwest Territories administers a number of financial assistance programs to promote the development of economic activity and the creation of jobs in the Northwest Territories by assisting business operations and related

activities. Special emphasis is given to businesses owned and/or operated by the Territories' original peoples.

Benefits

The following forms of financial assistance are directed towards business:

1. *Fisherman's Loan Fund* assists commercial fishermen on Great Slave Lake by guaranteeing chartered bank loans.
2. *Tourist Accommodation Grants* assist in the development and operation of tourist accommodation in remote communities through capital grants, management assistance and training grants.
3. *Assistance to Industry* provides immediate interim financing to resident business enterprises; seed capital; funds to complement development loans.
4. *Special ARDA*: cash grants for projects which provide jobs and improve incomes and opportunities for people of Indian and Inuit ancestry.

Who May Apply

Northwest Territories residents and businesses planning to establish or expand operation in the area.

Information

Government of the Northwest Territories, Yellowknife, N.W.T., OXE IHO

A.114

RESIDENTIAL REHABILITATION ASSISTANCE PROGRAM

Description

This program assists in the improvement and repair of substandard dwellings.

Benefits

Home owners may receive loans of up to \$10,000 and, depending on the cost of repairs and income, up to \$3,750 of the loan may be forgiven. Landlords also may receive loans of up to \$10,000 per dwelling unit. Fifty per cent of the loan may be forgiven up to a maximum of \$2,500 per unit. Non-profit corporations and co-operatives may also receive assistance. In most instances, municipal governments act as program delivery agents.

Who May Apply

Owners of substandard housing, including rental entrepreneurs, non-profit corporations, and individuals.

Information

Canada Mortgage and Housing Corporation,
Ottawa, K1A 0P7
CMHC also has offices in most major urban centres.

A.115

GRADUATED PAYMENT MORTGAGE (GPM)**Description**

The GPM is a mortgage whose monthly payments start at a relatively low level, gradually increase (5% per year for ten years), and then level out. It is insured under the National Housing Act and negotiated with private lenders. Since monthly payments on the GPM start at a lower level than payments on a conventional standard payment mortgage, they must increase in subsequent years to reimburse the lender fully for principal and interest.

Benefits

The GPM reduces monthly mortgage payments in the first year by \$2.25 for each \$1,000 of mortgage principal. The GPM is available on new and existing ownership dwellings, and on new rental dwellings. Where special provisions are made for the "quick settlement" of mortgages in default, maximum unit prices, which vary by unit size and market area, are in effect. "Quick settlement" means that CMHC takes over units in default without the necessity of foreclosure by the lender.

Who May Apply

Purchasers or builders of qualifying units may apply, provided the borrower's income is sufficient to carry the costs of principal, interest and taxes.

Information

Canada Mortgage and Housing Corporation
Ottawa, Ontario
K1A 0P7
CMHC also has offices in most major urban centres.

A.200 **BUSINESS FINANCING—PRIMARY INDUSTRIES**

A.201

FARM IMPROVEMENT LOANS

Description

Farm Improvement Loans, guaranteed by the Government, are provided by chartered banks or other approved lenders such as credit unions, caisses populaires and trust companies.

Benefits

Term loans are available to farmers for the purchase of agricultural implements, livestock and additional land, repairs to farm buildings, and other projects for farm improvement and development. Repayment terms are up to 15 years for additional land and up to 10 years for other purposes. Loans to refinance existing debts or to provide working capital are not eligible. The applicant must provide a reasonable portion of the cost of the purchase or project from his own resources, and an overall maximum of \$75,000 may be outstanding to any farmer at any one time. Loans of \$232 million were made in of 1978-79.

Who May Apply

Farmers

Information

Any approved lender

or

Agriculture Canada, Ottawa, K1A 0C5

A.202

FARM MORTGAGE LOANS—FARM CREDIT CORPORATION

Description

Through the use of long term mortgage credit the Farm Credit Corporation assists farmers, and those wishing to become farmers, to establish profitable farm businesses.

Benefits

Loans are provided to purchase farm land, breeding stock and farm equipment, to make permanent improvements, to pay debts, or for any purpose that will facilitate the efficient operation of a farm. Loans may be made to farmers individually or jointly and to farming corporations or cooperatives. Maximum loan to a single farm business is \$200,000 when there is one qualifying applicant and \$400,000 when there is more than one qualifying applicant.

Standard Farm Loans: Applicants must be principally occupied in farming or about to become full-time farmers at the time of the loan.

Beginning Farmer Loans: Persons under 35 years of age may retain off-farm employment while developing an economic farm business, provided that farming becomes their principal occupation within five years.

\$389 million in new loans and \$121 million in renewals were negotiated in 1978-79.

Who May Apply

Farmers and prospective farm purchasers.

Information

Farm Credit Corporation, 6309 Station "J", Ottawa, K2A 3W9

or

Agriculture Canada, Ottawa, K1A 0C5

A.203

FARM SYNDICATE LOANS

Description

The Farm Credit Corporation's Farm Syndicate Loan assistance enables farm owners to improve the efficiency of their operations through the collective use of buildings, machinery and equipment.

Benefits

Groups of farmers who have signed agreements for the joint purchase and use of machinery, buildings or installed equipment, may borrow up to 80 % of the costs to a maximum which is the smaller of \$15,000 per member or \$100,000. Loans are repayable over periods not exceeding 15 years for buildings and installed equipment and 7 years for mobile machinery. The interest rate is based on the cost of funds to the Farm Credit Corporation and its expenses in servicing loans. The Corporation provides assistance to farmers in the preparation of simple and workable agreements. Loans totalling \$2.7 million were made in 1978-79.

Who May Apply

Groups of three or more farmers

Information

Farm Credit Corporation, 6309 Station "J", Ottawa, K2A 3W9

or

Agriculture Canada, Ottawa, K1A 0C5

CROP INSURANCE

Description

The Crop Insurance Act assists provinces in making all-risk crop insurance available to Canadian farmers through federal-provincial shared-cost agreements.

Benefits

Farmers may protect their investments in the production of crops by insuring against losses caused by such perils as hail, drought, wind, tornado, frost and plant disease. Federal contributions in 1978-79 were \$72.3 million.

Who May Apply

Farm owners and farm operators

Information

Provincial Governments

or

Agriculture Canada, Ottawa, K1A 0C5

ADVANCE PAYMENTS FOR CROPS

Description

The federal government provides advance payments for crops to assist the financing of farm operations by providing smoother cash flow to farmers.

Benefits

The Advance Payments for Crops Act applies to all storable crops grown in Canada, except wheat, oats and barley grown in the area covered by the Canadian Wheat Board. It provides eligible producer groups with guaranteed, interest-free, loans to make advance payments to their members. The rate per unit of crop is prescribed by Agriculture Canada after consultations with producer groups. The amount of an advance cannot exceed one half of the expected market price for the crop in that crop year. Each producer may receive an advance up to \$15,000 maximum for all crops each year.

The Prairie Grain Advance Payments Act provides similar cash advances on farm-stored grains to producers in Western Canada for wheat, oats and barley.

Advances can also be made in special cases, (e.g. where grain remains unharvested over the winter). Advances, which are subject to quota acreage restrictions, are repaid by deductions from payment for subsequent deliveries of grain.

Who May Apply

Eligible crop producers.

Information

Advance Payments for Crops Act:

Agriculture Canada, Ottawa, K1A 0C5

Prairie Grain Advance Payments Act:

Canadian Wheat Board, 423 Main Street, Winnipeg, Manitoba, R3C 2P5

(Tel. (204) 949-3416)

or

Department of Industry, Trade and Commerce, Grain Marketing Office

Ottawa, K1A 0H5

(Tel. (613) 992-7404)

A.206

FISHERIES IMPROVEMENT LOANS

Description

The federal government guarantees term loans made to fishermen by chartered banks and other approved lenders for a wide range of fisheries improvement projects.

Benefits

Loans may be made for:

- purchase or construction of fishing vessels and equipment;
- major repair or overhaul of fishing vessels;
- construction, repair or alteration of buildings required by a primary fishing enterprise;
- general works for development or improvement of a primary fishing enterprise.

The maximum amount which a borrower may have outstanding at one time is \$75,000. The maximum repayment period is 3 years for vehicles and 10 years for all other purposes.

In 1978-79 Fisheries Improvement Loans totalled \$90 million.

Who May Apply

Fishermen and owners of fishing vessels and buildings involved in fishing enterprises.

Information

Commercial Lending Agencies

or

Department of Fisheries and Oceans, Ottawa, K1A 0E6

A.207

FISHING VESSEL INSURANCE**Description**

The Fishing Vessel Insurance Plan provides low cost insurance for seaworthy fishing vessels.

Benefits

The Plan provides total or partial loss coverage of seaworthy fishing vessels based on the appraised value of the hull and machinery. To be eligible vessels must have a value of \$500 or more. The vessel's home port must be in Canada and it must be used in a commercial fishery. Fishermen may opt for less than 100 per cent coverage in order to reduce their premiums. Electronic equipment may also be insured and third party collision liability is available for an additional premium. Actual premium rates depend on the construction, condition, age and equipment of each vessel, the qualifications of the crew, the types of fishing activities in which the vessel engages, its area of operations and other factors related to the anticipated risks.

In 1977-78, 7204 vessels were insured and claims of over \$2.5 million were paid.

Who May Apply

Vessel owners.

Information

Department of Fisheries and Oceans, Ottawa, K1A 0E6

A.300 **GOVERNMENT CONTRIBUTIONS—INDUSTRIAL
DEVELOPMENT PROGRAMS**

A.301

DEFENCE INDUSTRY PRODUCTIVITY (DIP) PROGRAM

Description

The Defence Industry Productivity Program incorporates the former Industry Modernization for Defence Exports Program. The program enhances the technological competence of Canadian industries by providing financial assistance to industrial firms for selected projects.

Benefits

Assistance may cover the development of products for export purposes, the acquisition of modern machine tools and other advanced manufacturing equipment to meet exacting military standards, and assistance with pre-production expenses to establish manufacturing sources in Canada for export markets. Approved research and development projects may receive contributions up to 50% of eligible costs. Machinery acquisitions and other production costs may receive contributions up to 50% of costs and be eligible for loans up to 50%.

In 1978-79 contributions of \$40 million and loans of \$6 million were made.

Who May Apply

Any Canadian business involved in the production of defence products.

Information

Department of Industry, Trade and Commerce,
Ottawa, K1A 0H5

A.302

ENTERPRISE DEVELOPMENT PROGRAM (EDP)

Description

The Enterprise Development Program is a wide ranging program of assistance to small and medium sized businesses. It is designed to assist firms undertaking relatively high risk innovative or adjustment projects that can be expected to yield attractive rates of return on the total investment.

EDP has replaced the following older programs: AAA, FTIAP, GAAP, IDAP, PAIT, PEP and PIDA.

Benefits

Financial assistance is provided by contributions of up to 75% of eligible project costs and by insuring term loans made by private lenders.

Projects generally include one or more of the following elements:

1. Proposal preparation:
 - a) shared costs for the development of relatively complex proposals that are expected to lead to substantial EDP projects for innovation or adjustment;
 - b) shared costs for market studies that are part of or are expected to lead to substantial EDP projects.
2. Shared cost projects:
 - a) productivity improvement studies;
 - b) innovation projects for new or improved products or processes;
 - c) industrial design;
 - d) identification of new products through research into user requirements and related products and market testing.
3. Term loan insurance for adjustment projects:
 - a) modernization or expansion of production systems including acquisition of plant and equipment;
 - b) working capital;
 - c) mergers and acquisitions.

At the initial stages of the application process, a firm must provide a brief description of the proposed project, estimates of costs, proposed financing, and audited financial statements for the last three years. At subsequent stages a more detailed analysis, including projected costs and revenues for the project and for the firm, will be prepared by the company and an Industry, Trade and Commerce officer for submission to the Enterprise Development Board.

EDP contributed \$26.2 million, made loans of \$6 million and guaranteed loans of \$120 million in 1978-79.

Who May Apply

Eligibility depends on the viability of the firm and the project, the demonstrated need for EDP assistance, and the type of industry involved. EDP is intended to support firms that do not have adequate financial resources to carry out promising projects on their own. For shared cost projects, the project and its implementation generally must represent a significant burden on the resources of the firm. For loan insurance, the firm must be unable to obtain term debt financing elsewhere on reasonable terms and conditions. Normally firms seeking loan insurance will have approached other lenders, including the Federal Business Development Bank, before applying to the Enterprise Development Program.

Recognizing the importance of exports to the growth of the economy and employment, manufacturing and processing firms are generally eligible for all aspects of the Enterprise Development Program. Firms in the service sector are not eligible for loan insurance except in limited circumstances.

Applicants for innovation or design assistance must be incorporated. It is not necessary to be incorporated to be eligible for other forms of assistance, although it is desirable.

Information

Department of Industry, Trade and Commerce,
Regional Offices (D.2)
or
Ottawa, K1A 0H5

A.303

PROGRAM FOR EXPORT MARKET DEVELOPMENT (PEMD)

Description

The Program for Export Market Development encourages Canadian suppliers of goods and services to enter new export markets or to undertake additional export development activities by sharing the costs incurred.

Benefits

The program is divided into five sections representing a range of activities aimed at the exploitation of export opportunities:

Section A: Participation in Capital Projects Abroad encourages suppliers of Canadian goods and services to participate in major international projects anywhere outside of Canada such as the design, construction and equipment supply for industrial power plants, hotels, airports and harbour facilities.

Section B: Market Identification or Adjustment encourages identification of new export markets for Canadian goods and services through visits by businessmen to new market areas of interest in order to investigate and assess chances for effective market penetration.

Section C: Participation in Trade Fairs Outside Canada encourages participation in trade fairs and industrial exhibitions outside Canada where the department does not have a group exhibit.

Section D: Incoming Buyers encourages Canadian firms to invite to Canada, or an approved location abroad, overseas personnel with purchasing influence.

Section E: Export Consortium Assistance improves the export performance of Canadian manufacturers, particularly small and medium-sized firms, by encouraging the formation and use of group marketing efforts through export consortia of compatible firms, to participate in joint approaches to foreign markets. This section applies anywhere outside Canada.

Financial contributions are made where there is a proven need to share the risk of developing or maintaining overseas markets, bidding on capital projects of unusual size or complexity, unusual international competition, or a need to create an export consortium to meet sales opportunities abroad. Contributions are repayable at a rate of 1% of gross sales for up to three years if export sales are achieved as a result of PEMD assistance. Repayment is not required if sales or contracts are not obtained.

Who May Apply

Any Canadian supplier of goods and services interested in developing new export markets

Information

Department of Industry, Trade and Commerce
Regional Offices (D.2)
or
Ottawa, K1A 0H5

A.304

FOOTWEAR AND TANNING INDUSTRIES ADJUSTMENT PROGRAM

Description

This program assists eligible footwear and tanning companies to become more competitive through restructuring their operations.

Benefits

Grants up to \$125,000 are available for consultant assistance in designing restructuring plans. Guaranteed loans up to \$1.5 million are available to implement improvements in financial and plant control systems, marketing methods, technology and administration. Estimated cost of the program in 1978-79 was \$400,000 in grants and \$6.8 million in loans.

The federal government contributes to the costs of operation of the Footwear and Leather Institute of Canada (which provides technical training, statistical and market services to the industry). As well, the government provides scholarships for footwear management and designers to attend specialized schools in Europe. Cost of these activities in 1978-79 was \$400,000.

Who May Apply

Companies involved in the footwear and tanning industries are eligible for adjustment program assistance.

Information

Department of Industry, Trade and Commerce, Leather and Footwear Division,
Ottawa, K1A 0H5.
(Tel. (613) 992-1051)

A.305

INDUSTRIAL ADJUSTMENT ASSISTANCE PROGRAM**Description**

The program facilitates employment adjustment among firms in the textiles, clothing, footwear and tanning industries.

Benefits

The program provides extended income support to workers affected by major employment disruptions directly associated with import competition (in the case of textiles and clothing) or arising from government restructuring assistance programs (footwear and tanning). Expenditures in 1978-79 were \$2.5 million.

Who May Apply

To be eligible, lay-offs must involve at least 10 per cent of the firm's work force or a minimum of 50 workers. Employees must be over 54 years of age and have a record of at least 10 years' employment with the industry concerned. The program provides additional income to support up to two-thirds of previous earnings following expiry of Unemployment Insurance benefits. Should the workers affected be able to find alternative employment, "top-up" provisions to the two-thirds level are available if required.

Information

Labour Canada, Ottawa, K1A 0J2

A.306

PROMOTIONAL PROJECTS PROGRAM (PPP)**Description**

PPP provides businessmen with access to export market opportunities and financial assistance with the costs of trade promotion.

Benefits

PPP assists export development through trade promotion in three general categories:

1. *Trade Fairs Outside Canada:* The government organizes participation by Canadian firms in coordinated national exhibits, manages the exhibits and pays for the design, construction, erection and operation of the shows including the cost of shipping unsold products back to Canada;
2. *Trade Missions:* Outgoing missions are organized, project managers provided and travel costs paid (including hospitality, interpreters and other related costs);
3. *Trade Visitors:* Incoming missions and visitors' travel and living costs are paid by the Department.

Cost of federal support of this program in 1978-79 was \$5 million.

Who May Apply

Canadian companies seeking markets in other countries and wishing to be considered eligible under this program should be registered in the "Exporters' Directory". (See B.110)

Information

Department of Industry, Trade and Commerce,
Ottawa, K1A 0H5

A.400 **GOVERNMENT CONTRIBUTIONS—REGIONAL DEVELOPMENT PROGRAMS**

A.401

INDUSTRIAL INCENTIVES PROGRAM (REGIONAL DEVELOPMENT INCENTIVES ACT- RDIA)

Description

The federal government provides incentives for the establishment, modernization or expansion of manufacturing and certain other facilities which increase or maintain employment in designated regions of Canada.

Benefits

Regional development incentives are provided under the concept of “designated regions”. Large regions with slower rates of growth and high levels of unemployment, low income and low labour participation rates have been identified as meriting special economic measures to encourage industrial development. The regions are designated under the Regional Development Incentives Act (RDIA). The designated regions are:

- the Province of Newfoundland;
- the Province of Prince Edward Island
- the Province of Nova Scotia;
- the Province of New Brunswick
- the Province of Quebec, except for the Montreal Special Area and the Hull-West Lachute corridor;
- Northern Ontario including the district of Parry Sound and most of Nipissing;
- the Province of Manitoba;
- the Province of Saskatchewan;
- Northern Alberta, 60 miles north of Edmonton;
- Northern British Columbia, 60 miles north of Kamloops;
- Yukon Territories;
- Northwest Territories.

Direct grants, loan guarantees and specifically or provisionally repayable incentives are provided. The incentives provided depend on the geographical location, the size and nature of the project and whether it involves new facilities or the expansion of existing ones. Most manufacturing and processing industries may qualify for grants and loan guarantees. Certain service industries may qualify for loan guarantees only. The ceiling on incentives for plant modernization or volume expansion is 20% of approved capital cost. For new plants or new product expansions, the ceiling is 25% of approved capital cost plus \$5,000 per direct job created.

Who May Apply

Firms planning the establishment, modernization or expansion of most manufacturing or processing facilities in “designated areas” of Canada may qualify for incentives. Certain service industries including business offices, warehousing, freight-handling and recreation activities may qualify for loan guarantees on new facilities.

Information

Department of Regional Economic Expansion,
Provincial or Regional Offices, (D.3)
or
Ottawa, K1A 0M4

A.402

CANADA-NEWFOUNDLAND SUBSIDIARY AGREEMENTS

General Description

A General Development Agreement between the federal and Newfoundland governments provides the framework for cooperation in regional development. The general agreement is implemented through a series of subsidiary agreements. Existing Canada-Newfoundland Subsidiary Agreements are:

- Forestry
- Gros Morne Park Area Development
- Ocean Research and Development
- St. John's Urban Region
- Highways 1976-1980
- Planning
- Inshore Fisheries Development
- Labrador Interim
- Mineral Development
- Tourism Development*
- Agriculture Development
- Rural Development*

Some of the subsidiary agreements deal with the provision of general infrastructure. Those marked * offer direct opportunities to entrepreneurs and are described briefly below.

TOURISM DEVELOPMENT

Description

A purpose of the program is to stimulate private sector development of tourist facilities such as construction of new accommodation, modernization and expansion of existing facilities and construction and expansion of tourist attractions.

Benefits

a) Capital Construction Grants:

Grants of 40-50% of approved construction costs of up to \$500,000 may be made depending on whether the accommodation is new, or an expansion or

modernization, and is used seasonally or continuously. Grants of 25% of approved capital costs may apply to the installation of new recreational facilities within hotels, motels and motor hotels. The approved capital costs shall not be less than \$5,000 nor greater than \$25,000.

b) *Interest Subsidization:*

An interest subsidy of 100% may apply to the first two years' interest on capital construction loans from established lending agencies. Subsidization applies to capital construction loans not less than \$20,000 nor greater than \$500,000.

Costs are shared 90% by the federal government and 10% by the provincial government.

Who May Apply

Owners and operators, or prospective owners or operators, of tourist accommodation and recreation facilities.

RURAL DEVELOPMENT

Description

This program provides incentive grants and research and development grants to assist small business development in rural areas.

Benefits

- a) *Incentives Grants* may be made to entrepreneurs to establish, expand, or modernize processing or manufacturing facilities, and other industries utilizing primary resources which, because of size or function, do not meet the criteria of existing incentive programs. Assistance under this project will not exceed \$30,000 for any one enterprise.
- b) *Research and Development Support* is given to evaluate or demonstrate the viability of producing and marketing products that are not currently being produced commercially within the province. Maximum grant is \$7,500 for any one enterprise, based on 75 percent of approved costs up to \$10,000.

Costs are shared 90% by the federal government and 10% by the provincial government

Who May Apply

Small businessmen in rural areas whose enterprises meet the criteria described above.

Information

Government of Newfoundland and Labrador
St. John's, Newfoundland
or
Department of Regional Economic Expansion
St. John's, Newfoundland

CANADA-NOVA SCOTIA SUBSIDIARY AGREEMENTS

General Description

A General Development Agreement between the federal and Nova Scotia governments provides the framework for cooperation in regional development. The general agreement is implemented through a series of subsidiary agreements. Existing Canada-Nova Scotia subsidiary agreements are:

- Mineral Development
- Metropolitan Halifax-Dartmouth Area Development
- Strait of Canso Area Development
- Agriculture Development
- Industrial Development
- Planning
- Forestry
- Tourism Development
- Sydney Steel Corporation Assistance Program
- Energy Conservation

Some of the subsidiary agreements deal with the provision of general infrastructure. Tourism Development offers direct opportunities to entrepreneurs and is described briefly below.

TOURISM DEVELOPMENT

Description

This sub agreement provides financial incentives to stimulate the development of tourist facilities by the private sector.

Benefits

Operators of existing tourist facilities and entrepreneurs constructing new facilities may receive interest rebates on loans from recognized commercial or public lending institutions. Maximum loans eligible for interest rebates for any one project are \$250,000 and minima are \$10,000 for modernization, \$25,000 for expansion and \$100,000 for new construction.

Grants of up to 50% on eligible assets of \$50,000 to \$100,000 and up to 25% on eligible assets above \$100,000 may be made to owners/operators of tourist facilities in the destination areas which are being promoted under this Agreement or, in other areas of the province, if the tourist facilities are deemed to be highly beneficial to the economy. Maximum assistance to any one project is limited to \$250,000.

Costs are shared 80% by the federal government and 20% by the provincial government.

Who May Apply

Operators of existing tourist facilities and entrepreneurs interested in constructing new tourist facilities.

Information

Province of Nova Scotia

Halifax, N.S.

or

Department of Regional Economic Expansion

Halifax, N.S.

A.404

CANADA-NEW BRUNSWICK SUBSIDIARY AGREEMENTS

General Description

A General Development Agreement between the federal and New Brunswick governments provides the framework for cooperation in regional development. The general agreement is implemented through a series of subsidiary agreements. Existing Canada-New Brunswick subsidiary agreements are:

Forestry

Industrial Development*

Kent Region Pilot Project*

Saint John and Moncton Arterial Highways Planning
Planning

Tourism Development*

Minerals and Fuels Development

Highways 1977-80

Northeast New Brunswick*

Development of Agricultural Resources

Some of the subsidiary agreements deal with the provision of general infrastructure. Those marked * offer direct opportunities to entrepreneurs and are described briefly below.

INDUSTRIAL DEVELOPMENT

Description

This subsidiary agreement promotes the development of manufacturing and processing industries and maintenance or repair facilities related to manufacturing.

Benefits

Interest-free forgivable loans up to a maximum of \$30,000 may be provided. Assistance is 50% of the approved capital cost for new facilities and 30% of approved

capital cost for modernization or expansion of existing industries and for maintenance and repair facilities. Costs are shared 80% by the federal government and 20% by the province.

Who May Apply

New and existing businesses involved in manufacturing or processing, or a maintenance or repair facility related to the manufacturing sector.

KENT REGION PILOT PROJECT

Description

This subsidiary agreement assists the establishment, expansion or modernization of small industries in the Kent Region of New Brunswick. Projects must involve manufacturing, processing, or a maintenance or repair facility related to the manufacturing sector. Costs are shared 80% by the federal government and 20% by the province.

Benefits

Interest free forgivable loans up to \$30,000 may be provided to new and existing industries. Entrepreneurs must provide equity of 20% of approved capital costs which cannot exceed \$60,000.

Who May Apply

Entrepreneurs proposing the establishment, expansion or modernization of manufacturing or processing businesses or maintenance or repair facilities related to the manufacturing sector.

TOURISM DEVELOPMENT

Description

This subsidiary agreement provides financial incentives to stimulate the development of tourist facilities by the private sector.

Benefits

Interest free forgivable loans of up to \$300,000 may be given. Construction of new tourism accommodation and attractions is eligible for 25% of approved capital costs, and expansion of existing facilities for 15%. Minimum approved capital cost is \$50,000.

Interest free forgivable loans may be given for the upgrading of tourist attractions and existing tourist establishments. Eligible capital costs must exceed \$5000. Level of assistance is 40% of eligible capital costs.

Costs are shared 80% by the federal government and 20% by the province.

Who May Apply

Businesses providing, or proposing to provide, tourist accommodation and attractions.

NORTHEAST NEW BRUNSWICK

Description

This subsidiary agreement assists the growth of industries in Northeast New Brunswick. It provides assistance for the growth of industrial and commercial services and for the establishment, modernization or expansion of small industries.

Benefits

25% of approved capital costs up to a maximum of 50% of the total capital employed may be provided for industrial services projects.

For commercial services, grants are made only to large scale projects whose total capital costs exceed \$1 million and are not made to any project that has received other government financial assistance.

Small businesses may receive interest-free forgivable loans of up to \$30,000. Applicants must provide 20% of the total approved capital cost which may not exceed \$60,000.

The federal government share of costs shall not exceed 75% of the total costs of the program.

Who May Apply

- Industrial services projects that are not eligible for other financial incentives programs.
- Commercial services projects exceeding \$1 million whose commercial viability will be improved by government financial support.
- Small business projects involving manufacturing, processing or a maintenance or repair facility related to the manufacturing sector.

Information

Government of New Brunswick, Fredericton, N.B.

or

Department of Regional Economic Expansion

Fredericton, N.B.

A.405

CANADA-QUEBEC SUBSIDIARY AGREEMENTS

General Description

A General Development Agreement between the federal and Quebec governments provides the framework for cooperation in regional development. The general agreement is implemented through a series of subsidiary agreements. Existing Canada-Quebec subsidiary agreements are:

Key Highway Networks
Forestry Development
Industrial Infrastructure
Agricultural Development
Mineral Development
Establishment of Bleached Kraft Pulp Mill—St. Félicien
Airport Industrial and Commercial Park
Water Treatment Facilities for Montreal Area
Tourism Development
Public Infrastructure

Information

Government of Québec
Québec, Québec
or
Department of Regional Economic Expansion
Québec, Québec

A.406

CANADA-ONTARIO SUBSIDIARY AGREEMENTS

General Description

A General Development Agreement between the federal and Ontario governments provides the framework for cooperation in regional development. The general agreement is implemented through a series of subsidiary agreements. Existing Canada-Ontario subsidiary agreements are:

Northwestern Ontario
Northeastern Ontario
Single-Industry Resource Communities
Community and Rural Resource Development
Forest Management

Information

Government of Ontario
Toronto, Ontario
or
Department of Regional Economic Expansion
Toronto, Ontario

CANADA-MANITOBA SUBSIDIARY AGREEMENTS

General Description

A General Development Agreement between the federal and Manitoba governments provides the framework for cooperation in regional development. The general agreement is implemented through a series of subsidiary agreements. Existing Canada-Manitoba subsidiary agreements are:

- Mineral Exploration and Development
- Manitoba Northlands
- Industrial Development*
- Value-Added Crops Production
- Tourism Development*

Some of the subsidiary agreements deal with the provision of general infrastructure. Those marked * offer direct opportunities to entrepreneurs and are described briefly below.

INDUSTRIAL DEVELOPMENT

Description

This subsidiary agreement encourages and assists the modernization, expansion or establishment of small business enterprises engaged in manufacturing, processing or maintenance or repair facilities related to manufacturing in specified areas of Manitoba.

Benefits

For new facilities this program may provide interest free forgivable loans equal to 50% of eligible capital costs up to a maximum of \$30,000. For expansion or modernization the program may provide 30% of the eligible capital costs up to a maximum of \$18,000. The federal government contributes 60% of total program costs.

Who May Apply

Small enterprises (defined as those whose average sales do not or are not anticipated to exceed \$500,000 per year) which are located outside Census Division 11 and which, because of size or function, would not normally meet the criteria of other financial incentive programs.

TOURISM DEVELOPMENT

Description

This subsidiary agreement provides financial incentives to stimulate the development of tourist facilities by the private sector.

Benefits

Incentives are available in Manitoba, with the exception of the Winnipeg area, to assist the establishment and/or expansion of accommodation facilities (hotels, motels, resorts, inns, campgrounds, tourist cottages and cabins). The maximum contribution to any one project is limited to \$250,000. However, in cases where new tourist facilities are to be developed within rural destination areas, the Agreement Management Committee will decide, based on the destination area development plan, the key tourist facilities to be assisted and may increase the maximum contribution to \$500,000 for any one project. The federal government contributes 60% of total program costs.

Who May Apply

Existing or prospective owners or operators of tourist accommodation facilities in Manitoba except in the Winnipeg area.

Information

Government of Manitoba, Winnipeg, Manitoba
or
Department of Regional Economic Expansion
Winnipeg, Manitoba

A.408

CANADA-SASKATCHEWAN SUBSIDIARY AGREEMENTS

General Description

A General Development Agreement between the federal and Saskatchewan governments provides the framework for cooperation in regional development. The general agreement is implemented through a series of subsidiary agreements. Existing Canada-Saskatchewan subsidiary agreements are:

- Qu'Appelle Valley
- Facilities of Agribition and Mexabition
- Interim Mineral Development
- Northlands

Some of the subsidiary agreements deal with the provision of general infrastructure. The Qu'Appelle Valley program offers direct opportunities to entrepreneurs and is described briefly below.

QU'APPELLE VALLEY

Description

This sub agreement provides financial assistance for the development of the recreation and tourism potential of the Qu'Appelle Valley area.

Benefits

Grants are available to assist in the establishment, expansion or modernization of commercial facilities. These incentives are provided by the Department of Regional Economic Expansion.

Who May Apply

Businesses offering to establish, expand or modernize permanent or seasonal accommodation facilities, dining or recreational facilities or services in the Qu'appelle Valley area.

Information

Department of Regional Economic Expansion
Regina, Saskatchewan

A.409

CANADA-ALBERTA SUBSIDIARY AGREEMENTS

General Description

A General Development Agreement between the federal and Alberta governments provides the framework for cooperation in regional development. The general agreement is implemented through a series of subsidiary agreements. Existing Canada-Alberta subsidiary agreements are:

Nutritive Processing Assistance
1976-79 Northern Alberta Transportation
Alberta North

Some of the subsidiary agreements deal with the provision of general infrastructure. The Nutritive Processing Assistance Agreement which offers direct opportunities to entrepreneurs, is described below.

NUTRITIVE PROCESSING ASSISTANCE

Description

This subsidiary agreement provides financial incentives to encourage the establishment, modernization or expansion of viable nutritive processing facilities in rural Alberta.

Benefits

Incentive grants are available. The applicant must provide equity equal to at least 20% of the approved capital cost of the project. The level of development assistance may vary but will not exceed 35% of total capital to be employed in the operation. The federal and provincial governments share the costs equally.

Who May Apply

Businesses in rural areas of Alberta engaged in nutritive processing.

Information

Alberta Department of Agriculture, Edmonton, Alberta
or
Department of Regional Economic Expansion
Edmonton, Alberta

A.410

CANADA-BRITISH COLUMBIA SUBSIDIARY AGREEMENTS

General Description

A General Development Agreement between the federal and British Columbia governments provides the framework for cooperation in regional development. The general agreement is implemented through a series of subsidiary agreements. Existing Canada-British Columbia subsidiary agreements are:

1976-79 Northern Highways
Industrial Development*
Agriculture and Rural Development*
Travel Industry Development*
Evaluate Northeast Coal and Related Development—1977-78

Some of the subsidiary agreements deal with the provision of general infrastructure. Those marked * offer direct opportunities to entrepreneurs and are described briefly below.

INDUSTRIAL DEVELOPMENT

Description

The program encourages and assists the modernization, expansion or establishment of small business enterprises involved in manufacturing, processing, or maintenance or repair related to the manufacturing sector in the target areas of British Columbia.

Benefits

The Agreement provides for interest-free forgivable loans up to \$30,000 for any one enterprise. The federal and provincial governments share the costs equally.

Who May Apply

Small enterprises in which average sales do not or are not anticipated to exceed \$500,000 per year. Eligible proposals are those which, because of size or function, would not normally meet the criteria of other financial incentive programs.

AGRICULTURE AND RURAL DEVELOPMENT

Description

Assistance is provided to encourage the establishment of value-added processing operations and the establishment of services designed to encourage primary production in rural communities of British Columbia.

Benefits

Up to 50% of approved project costs subject to maximum levels available in designated regions under the Regional Development Incentives Act. In addition to value-added processing operations, financial assistance may be provided for the establishment of services designed to encourage primary production including livestock treatment facilities, veterinary clinics, livestock/produce collection, distribution and sale facilities, community pest and disease control facilities and the like. The federal government contributes 25% of program costs.

Who May Apply

Projects eligible for assistance include services which enhance the value of food production, packing and grading facilities, operations involved in the secondary processing of food production or in the development of primary production, and which would not normally be eligible for assistance under other government programs.

TRAVEL INDUSTRY DEVELOPMENT

Description

This subsidiary agreement provides financial assistance to encourage the development of the travel industry. Incentives may be given to encourage the development of tourist facilities and attractions, and to upgrade existing tourist facilities.

Benefits

Loans and forgivable loans may be provided. Local financial participation is normally required. The federal and provincial governments share the costs equally.

Who May Apply

Owners of tourist facilities and entrepreneurs proposing the provision of new facilities and attractions.

Information

Government of British Columbia, Victoria, B.C.
or
Department of Regional Economic Expansion
Victoria, B.C.

CANADA-PRINCE EDWARD ISLAND COMPREHENSIVE DEVELOPMENT PLAN

Description

The PEI Comprehensive Development Plan creates conditions in which the people of Prince Edward Island can develop their own economic enterprises, raise per capita income and create jobs while maintaining the environment. The programs are administered by the Government of PEI.

Benefits

The plan provides direct financial assistance through two loan programs:

Service Sector Assistance Program provides forgivable performance loans to service industries. The minimum capital cost of a project must be \$5,000. Forgivable performance loans up to \$30,000 may be granted under a formula of 25% of capital expenditures plus \$3,000 for each job created.

Industrial Assistance Program provides forgivable performance loans to manufacturing and processing industries which are too small to qualify for RDIA grants (i.e. for projects with a maximum capital cost of \$25,000 or a minimum capital cost of \$5,000). Forgivable loans up to \$12,500 may be granted under this program, based on a formula of 50% of capital expenditures.

Who May Apply

Any company engaged in a manufacturing, processing or service industry and not eligible for RDIA support.

Information

PEI Department of Industry and Commerce,
Charlottetown, P.E.I.
or
Department of Regional Economic Expansion
Charlottetown, P.E.I.

INDUSTRIAL INCENTIVES—MONTREAL SPECIAL AREA PROGRAM

Description

This 3-year special program provides financial incentives for the establishment, expansion and modernization of facilities in selected manufacturing and processing industries which are among the priorities identified for strategic industrial growth in

Montreal, its satellite cities and the associated regions extending about 100 kilometres from Montreal.

Benefits

Grants, conditionally repayable grants and specifically repayable grants may be made directly to firms upon fulfilment of agreed conditions, such as the commencement of production.

Who May Apply

Businesses proposing industrial development projects in the Montreal area.

Information

Department of Regional Economic Expansion, Montreal
or
Ottawa, K1A 0M4

A.413

SPECIAL ARDA (AGRICULTURE AND RURAL DEVELOPMENT ACT)

Description

Special ARDA Agreements exist with Manitoba, Saskatchewan, British Columbia and the Yukon and Northwest Territories. These agreements provide assistance to create job opportunities, increase incomes and improve living conditions for rural residents, particularly those of Native ancestry.

Benefits

Incentive grants may be given for projects related to primary production, social adjustment projects, and projects involving the establishment, acquisition, expansion or modernization of any commercial undertaking engaged in the utilization of primary resources, processing, manufacturing or the provision of services.

Who May Apply

Native people and others proposing projects which will improve the economic conditions of native people in Manitoba, Saskatchewan, British Columbia and the Yukon and Northwest Territories.

Information

Department of Regional Economic Expansion
Provincial Offices (D.3)
or
Saskatoon, Saskatchewan

A.414

CAPE BRETON DEVELOPMENT CORPORATION (DEVCO)

Description

The Cape Breton Corporation (DEVCO) promotes and assists the financing and development of industry on Cape Breton Island; provides employment outside the coal-producing industry and broadens the base of the economy of the Island; and contributes to the rehabilitation and modernization of mines in the Sydney coal field.

Benefits

Grants, loans and equity participation.

Who May Apply

Any enterprise that can produce permanent employment and earning opportunities may be eligible for assistance. Fishing, boat-building, wood products, crafts, tourism, farming, marine farming and manufacturing, are some of the industries being helped by DEVCO.

Information

DEVCO, Box 1330, Sydney, N.S.

A.415

NEWFOUNDLAND AND LABRADOR DEVELOPMENT CORPORATION

Description

The Corporation is a limited liability company, incorporated under the Companies Act of the Province of Newfoundland, to assist small and medium-sized businesses in Newfoundland and Labrador. The federal government provides the Corporation with funds to make loans to business enterprises in Newfoundland and Labrador.

Benefits

- Loan and equity financing for the establishment, expansion or modernization of operations;
- Management advisory services and other related services and assistance.

Who May Apply

Any business wishing to establish, expand or modernize operations in Newfoundland or Labrador.

Information

Newfoundland and Labrador Development Corporation,
St. John's, Nfld.
or
Department of Regional Economic Expansion,
St. John's, Nfld.

A.500 **GOVERNMENT CONTRIBUTIONS—RESEARCH
AND DEVELOPMENT PROGRAMS**

A.501

COMPUTER AIDED DESIGN (CAD)

Description

The CAD program develops and promotes the use of computer aids in building design. Software development emphasis has been on interactive alphanumeric and graphic interfaces that make the system easier to use by non-computer-oriented building designers.

Benefits

New software development is largely contracted out to Canadian universities and consultants. Mini computers have been loaned to architectural and engineering schools and to consultants doing development work or designing buildings for Public Works Canada.

Who May Apply

Universities, consultants and other building designers.

Information

Public Works Canada, Ottawa, K1A 0M2

A.502

COOPERATIVE PROJECTS WITH INDUSTRY (COPI)

Description

COPI is designed to assist in the transfer of research results from federal government laboratories to situations where there are important opportunities for Canadian industrial exploitation. Departments now participating in COPI are Agriculture; Communications; Energy, Mines and Resources; Environment, and Fisheries and Oceans. PILP (A.511) is the equivalent program for transfer of research results from the National Research Council.

Benefits

Government assistance in developing new products from government research results. Expenditures in 1978-79 were \$2.1 million.

Who May Apply

Normally, projects are identified by the department concerned and contracts offered to Canadian companies having appropriate development and marketing capabilities.

Information

Participating departments

A.503

DEVELOPMENT AND DEMONSTRATION OF RESOURCE AND ENERGY CONSERVATION TECHNOLOGY (DRECT) PROGRAM**Description**

DRECT helps the private sector, in cooperation with municipalities and provinces, to develop and demonstrate equipment, systems or products designed to recover energy or otherwise save it through resource recovery.

Benefits

DRECT supports feasibility studies and development and analysis of energy recovery proposals and cost-benefits. Criteria for funding assistance include environmental protection benefits, energy conservation, increased employment potential and eventual displacement of imported materials. Technology demonstration contracts are arranged through the Department of Supply and Services.

Expenditures in 1978-79 were \$750,000.

Who May Apply

Any business offering appropriate proposals.

Information

Department of the Environment,
Ottawa, K1A 0H3

A.504

FORESTRY RESEARCH AND DEVELOPMENT**Description**

The Canadian Forestry Service (CFS) conducts an extensive research and development program which supports forestry and related industries.

Benefits

Technical assistance, research support, research and development contacts. Technology developed in the Service's laboratories is transferred to private industry through contracts and other arrangements. Some R&D facilities of the Service are now being transferred to the operation and control of the private sector. Cost of contract research programs is approximately \$1 million per year. CFS contributes about \$1 million per year to the Forest Engineering Research Institute of Canada (FERIC).

Who May Apply

Businesses involved in forestry, forest products and related activities.

Information

Canadian Forestry Service, Department of the Environment,
Ottawa, K1A 0E7

A.505

HEAVY OIL DEVELOPMENT**Description**

A federal-provincial shared cost program, the Canada-Saskatchewan Heavy Oil Development Agreement assists oil companies develop techniques which will enhance the recovery of heavy oil.

Benefits

Federal-provincial contributions of up to 50% of approved capital costs. Federal contributions in 1978-79 were \$900,000.

Who May Apply

Oil companies or research agencies involved in the development of heavy oil extraction and treatment methods.

Information

Department of Energy, Mines and Resources,
Ottawa, K1A 0E4

INDUSTRIAL POSTDOCTORAL FELLOWSHIPS

Description

The Industrial Postdoctoral Fellowships Program encourages industrial development by assisting companies to employ highly qualified personnel.

Benefits

Fellowships encourage highly qualified individuals, who have recently received or who are about to receive doctorates, to seek careers with industrial organizations in Canada. Recipients of the fellowships are not required to work in research laboratories; i.e. they may be employed in any department of the company. The value of fellowships is reviewed annually. In 1978-79 it was a \$13,000 contribution paid to the company towards the salary of the fellow.

Who May Apply

Industrial organizations wishing to employ candidates under the terms of the program must first be accepted by NSERC as "participating companies". Qualified candidates are required to negotiate employment with a participating company. Applications are accepted only when submitted by a company on behalf of a candidate it wishes to employ under the terms of the IPDF program. The candidate's industrial career potential, the proposed company and the proposed program, as well as the academic qualifications of the candidate are all taken into consideration in the assessment of applications.

In 1978-79 \$1.3 million was awarded in this program.

Information

Natural Sciences and Engineering Research Council,
Ottawa, K1A 0R6

INDUSTRIAL RESEARCH ASSISTANCE PROGRAM (IRAP)

Description

The program encourages applied research in Canadian industry with the objective of increasing the calibre and scope of industrial R&D in Canada in a business environment.

Benefits

The program pays salaries of individuals working on approved projects together with the company's share of standard fringe benefits. The company provides the remainder

of the support, usually the equivalent of the IRAP contribution. The company is responsible for performance of the research and the commercialization of its results. Companies are required to undertake the exploitation of the research results in Canada and they retain the rights to the research results. Federal contributions in 1978-79 were \$18 million.

A Mini IRAP assists firms which are not large enough to maintain their own separate research and development facilities. In such cases the program may pay the salaries of individuals working on approved projects undertaken, on behalf of business clients, by research organizations in the public or private sectors. Federal contributions to this aspect of the program were \$500,000 in 1978-79.

Who May Apply

Any Canadian business involved in applied industrial R&D.

Information

National Research Council, Ottawa, K1A 0R6

A.508

INDUSTRY ENERGY RESEARCH AND DEVELOPMENT PROGRAM (IERD)

Description

The IERD program encourages research and development of new and improved processes and equipment which will reduce energy consumption in industry and ensure the widest possible use of this technology. The program is part of a larger joint industry/government conservation program co-ordinated by the federal Department of Energy, Mines and Resources.

Benefits

Contribution of up to 50% of the total estimated cost of approved projects. Contributions in 1978-79 were \$1.5 million.

Who May Apply

All Canadian companies, consulting firms, and trade and research associations are eligible for assistance.

Information

Department of Industry, Trade and Commerce, Ottawa, K1A 0H5

A.509

LOW ENERGY BUILDING DESIGN AWARDS (LEBDA)

Description

Through LEBDA the federal government encourages the design of energy-efficient structures and increased use of solar heating systems.

Benefits

Awards of excellence (\$10,000 each) and awards of merit (\$5,000 each) are given for commercially-commissioned designs which resulted, or will result, in energy efficient structures. Structures must be located in Canada. Only light industrial and commercial/institutional buildings are eligible.

Prizes of up to \$30,000 each will be given to encourage the widespread adoption of energy-efficient commercial and industrial building designs and systems with particular emphasis on the use of passive solar techniques. This competition applies to two categories of buildings: a commercial complex and a medium sized office building.

Designs will be verified and evaluated by a jury on the basis of energy performance, construction and operating costs, the feasibility of implementation, functionality and aesthetics. The program includes wide publicity for the winning designs and evaluation of the resulting buildings.

Who May Apply

Canadian registered architects and engineers.

Information

Public Works Canada, Ottawa, K1A 0M2

A.510

OILSPILL RESEARCH AND DEVELOPMENT PROGRAM

Description

The objective of the program is to improve the state of preparedness in Canada for dealing with environmental emergencies through technology development and transfer.

Benefits

Contracts are awarded for performance of research and development work on oilspill technology. The two phases of the program are the Arctic Marine Oilspill Program (AMOP) and the "southern" program concerning countermeasures development work

related to relatively small spills (of which thousands occur annually in Canada) and very large oil spills. Cost of the program in 1978-1979 was \$560,000.

Who May Apply

Consultants and university researchers.

Information

Department of the Environment,
Ottawa, K1A 0H3

A.511

PROGRAM FOR INDUSTRY/LABORATORY PROJECTS (PILP)

Description

The program aims to bring about the application and use of NRC research results and know-how in Canadian industries. It is directed to cases which appear to represent significant industrial opportunities and in which the initial uncertainties inhibit development by industry unaided. COPI (A.502) is the extension of this program into other departments. Budget in 1978-79 was \$8.3 million.

Benefits

Government assistance in applying the results of government research to the development of new products and processes. Where a preliminary project is advisable, a consultant company or an organization with suitable staff and test facilities (e.g. a hospital) may be considered as a prime performer. Specific projects are formulated by NRC and pursued under Department of Supply and Services contracts.

Who May Apply

Canadian companies demonstrating the financial, managerial, technical, manufacturing and marketing capability to succeed with the project, either alone or in arrangements with others.

Information

National Research Council, Ottawa, K1A 0R6

A.512

PROGRAM OF ASSISTANCE TO SOLAR EQUIPMENT MANUFACTURERS (PASEM)

Description

The objective of PASEM is to stimulate the design, development and manufacture of solar equipment and systems by Canadian firms. Patents and other intellectual property will remain with the contractor.

Benefits

Proposal Phase - Twenty-four contracts of up to \$10,000 each were awarded to Canadian manufacturing firms, or groups of firms, to assist in the preparation of proposals.

Development Phase - Up to ten contracts of up to \$300,000 are being negotiated. Each recipient will be required to supply three prototype solar collectors or systems for testing by an independent laboratory. Each contractor must supply a report documenting the technical features, range of application, and a price and availability schedule for production quantities.

Information

Public Works Canada, Ottawa, K1A 0M2

A.513

PROJECT RESEARCH APPLICABLE IN INDUSTRY (PRAI)

Description

PRAI grants are awarded to capitalize on advances in university research showing potential for eventual commercial exploitation in Canada.

Benefits

Grants provide financial support for the further development of eligible projects in university laboratories to the point at which they can be transferred to industry. Projects have a maximum duration of two years and must be carried out in collaboration with a Canadian-based company which would be in a position to exploit the results to the benefit of the Canadian economy. Collaborating companies are expected to contribute know-how, facilities and services whenever possible. Proposals may be submitted at any time and are evaluated with the aid of referees from federal departments and agencies. The criteria for the selection of proposals are the appropriateness of the project, technical feasibility, the likelihood of successful commercial exploitation by the collaborating company and the potential economic benefits. \$600,000 was awarded in grants in 1978-79.

Who May Apply

University researchers in cooperation with eligible Canadian companies.

Information

Natural Sciences and Engineering Research Council,
Ottawa, K1A 0R6

A.514

PROTEIN, OIL AND STARCH PRODUCTS DEVELOPMENT**Description**

The P.O.S. Pilot Plant Corporation provides Canadian industry with access to experimental facilities for the development of new products and processes involving Canadian vegetable, oil, starch and/or protein material.

Benefits

The facilities are available at a fee for use by Canadian companies and other organizations performing development work. The federal government contributes funds to the operations of the Corporation. Contributions in 1978-79 were \$750,000.

Who May Apply

Any Canadian business

Information

POS Pilot Plant Corporation, Saskatoon, Saskatchewan
or
Department of Industry, Trade and Commerce,
Ottawa, K1A 0H5

A.515

**RENEWABLE ENERGY AND CONSERVATION DEVELOPMENT
AND DEMONSTRATION PROGRAM****Description**

Federal-provincial cost-sharing agreements provide funds to undertake projects in the development and demonstration of renewable energy sources and conservation measures.

Benefits

Development of new technologies, products and services that use energy more efficiently and contribute to national energy and industrial policies.

Who May Apply

Any Canadian business

Information

Department of Energy, Mines and Resources,
Ottawa, K1A 0E4

A.516

SCIENTIFIC AND TECHNICAL EMPLOYMENT PROGRAM (STEP) AND (STEPEX)**Description**

The government encourages improvement in the scientific and technological training levels in businesses through programs of salary subsidies.

Benefits

STEP encourages the development of permanent jobs for scientific personnel in industry by subsidizing the hiring of unemployed scientists, engineers and technicians. STEPEX extends STEP to allow subsidization of research personnel hired by universities and research organizations to carry out projects for private sector firms. The two programs are currently *scheduled to terminate in mid-1979* but may be extended.

Normally assistance is \$8,100 per person employed. If there is likelihood of the proposed employment creating additional jobs either directly or indirectly in the applicant company or in other companies, salary assistance may be up to \$14,000. Federal contributions in 1978-79 were \$5.5 million.

Who May Apply

Companies wishing to undertake specific work on scientific and science-related activities which are new initiatives for the company. Applicants are required to indicate, inter alia, the degree to which the proposal will increase the research facilities of the company, the degree to which the activity represents a new initiative, the likelihood of the proposed employment creating permanent positions, the likelihood of the employment making a significant contribution to the company or the economy, and the number of people who will be employed directly or indirectly as a result of the activity. Applications for subsidization are made to NRC's Industrial Research Assistance Program which evaluates the proposals and approves the funding of successful applicants.

Information

National Research Council, Ottawa, K1A 0R6

A.517

STRATEGIC GRANTS IN AID OF RESEARCH**Description**

Grants are awarded to individuals or groups of researchers at Canadian universities for research in selected areas of national concern. In 1978-79 there were three such areas: energy, oceans and environmental toxicology. In 1979-80 two other areas will be added: food/agriculture and communications.

Benefits

Grants are awarded on the basis of proposals submitted by university researchers and reviewed by panels of experts in each of the selected areas. Proposals for large grants are reviewed by an ad hoc visiting committee followed by a detailed examination by the Standing Committee on Strategic Grants. Grants awarded in 1978-79 totalled \$6 million.

Who May Apply

Researchers in Canadian universities.

Information

Natural Sciences and Engineering Research Council,
Ottawa, K1A 0R6

A.518

UNSOLICITED PROPOSALS FOR RESEARCH AND DEVELOPMENT**Description**

DSS administers a fund to encourage private sector research and development specifically related to existing government programs.

Benefits

Interested firms submit unsolicited proposals which they feel are relevant to some government program. Proposals are examined by departments which may be affected by them. If a department supports a proposal and is able to fund its implementation, it is usually approved. The unsolicited proposals fund provides bridge financing to initiate projects pending their incorporation in departmental programs.

Supply and Services Canada distributes a pamphlet describing the program and publishes the monthly *R&D Bulletin* which highlights its operations.

Expenditures in 1978-79 were \$15.5 million.

Who May Apply

Any Canadian firm capable of performing the proposed activity.

Information

Science Centre, Supply and Services Canada,
Ottawa, K1A 0S6
(Tel. (819) 997-6368)

A.519

WASTE RECYCLING AND RECOVERY

Description

This program supports new initiatives to reduce energy consumption and promote environmental protection by recycling/recovering waste.

Benefits

The government provides contracts for performance of research and development work on approved projects. A number of contracted-out projects have been undertaken in cooperation with provinces and the private sector. Areas of interest include municipal, commercial and industrial wastes.

Expenditures in 1978-79 were \$772,000.

Who May Apply

Any Canadian company or individual

Information

Department of the Environment,
Ottawa, K1A 0H3

A.600 GOVERNMENT CONTRIBUTIONS—PRIMARY INDUSTRIES PROGRAMS

A.601

AGRICULTURAL COMMODITIES PRICE STABILIZATION

Description

The federal government assists producers to stabilize their incomes by providing deficiency payments when market prices fall below predetermined levels.

Benefits

Deficiency payments are made to producers whenever average market prices fall below the support prices prescribed in accordance with the Agricultural Stabilization Act for commodities “named” in the Act (cattle, hogs, sheep, butter, eggs and cheese; and wheat, oats, and barley not produced in areas defined by the Canadian Wheat Board Act) and for those “designated” from time to time by the Governor-in-Council. Support for “named” commodities is set at a minimum of 90% of the previous five-year average market price, indexed for cash cost of production changes. For “designated” commodities, support prices are generally set at the 90% level.

In addition, under the Agricultural Products Board Act, action is taken through purchase and sale agreements to strengthen the market in lieu of stabilization.

Payments in 1978-79 were \$364.1 million of which \$293.6 million was paid to the Canadian Dairy Commission for support of the dairy program.

Who May Apply

When a deficiency payment is announced, producers may file applications forms documenting their production, and payments are then made directly to individuals.

Information

Agricultural Stabilization Board, Ottawa, K1A 0C5

A.602

AGRICULTURAL FAIRS AND EXHIBITIONS ASSISTANCE

Description

The federal government assists agricultural fairs and exhibitions to improve or extend their facilities and to encourage the improvement of livestock.

Benefits

Grants are provided to listed fairs and exhibitions for judges' fees, junior activities, improvements to exhibition facilities, and for prizes in livestock classifications. Prize money assistance is given to competitive beef and dairy cattle, sheep, and swine shows held at listed exhibitions and adopting the classifications offered by Agriculture Canada.

Exhibition associations may obtain long term *loans* for the construction of buildings that, in addition to providing improved and enlarged exhibition facilities, can be used year round for a wide variety of community purposes. The program enables agricultural exhibition associations to borrow up to 90 per cent of the cost of an approved project for a period of up to 30 years.

Who May Apply

Agricultural Exhibition Associations.

Information

Agriculture Canada, Ottawa, K1A 0C5

A.603

AGRICULTURAL ENGINEERING RESEARCH AND DEVELOPMENT

Description

The Agricultural Engineering Research and Development Program (AERD) improves such areas as mechanization, buildings and energy utilization for farmers and assists Canadian industry in increasing agricultural engineering R&D effort.

Benefits

Funds are provided for proposals solicited through the Science Procurement System of the Department of Supply and Services. Proposals can be made in response to advertised general program priorities or specific requirements and at the initiative of the proposer who recognizes a previously unknown need for specific work.

Who May Apply

Businesses, groups or individuals interested in submitting project proposals or in performing contracted agricultural R&D.

Information

Agriculture Canada, Ottawa, K1A 0C5

A.604

ANIMAL DISEASE ERADICATION

Description

The federal government compensates herd owners when their animals have to be slaughtered to control disease.

Benefits

Compensation generally corresponds to the market value of the animals, but there are maximum amounts applicable to cattle and horses destroyed under any particular area or herd disease program.

Who May Apply

Owners of animals slaughtered for disease control purposes.

Information

Agriculture Canada, Ottawa, K1A 0C5

A.605

CANADA GRAINS COUNCIL

Description

The Canada Grains Council provides an industry-wide forum for discussions on problems facing the grain industry and makes recommendations directly to government. Twenty-nine industry associations, including producer groups, are members.

Benefits

Expenses of the Canadian Grains Council are funded by membership fees and a contribution from the federal government. Contribution in 1978-79 was \$60,000.

Who May Apply

The program is operated by members of the Canada Grains Council.

Information

Canada Grains Council, Suite 400, 177 Lombard Avenue,
Winnipeg, Manitoba, R3B 0W5
(Tel. (204) 942-2254)

or

Department of Industry, Trade and Commerce,
Grain Marketing Office,
Ottawa, K1A 0H5
(Tel. (613) 992-7404)

FEED GRAINS STORAGE ASSISTANCE

Description

Three federal government programs are available to assist firms and individuals build new inland elevators or expand storage capacities at existing elevators and at feed mills. They apply only to commercial operations in areas which do not produce sufficient feed grains for local use.

Benefits

1. *The Inland Elevator Program* assists the expansion of existing facilities through outright grants of 30% of eligible capital costs of construction to a maximum contribution of \$150,000.
2. *The Construction of New Inland Elevators Program* provides contributions covering 50% of eligible capital costs, to a maximum of \$500,000, on new elevators that are started after April 1st, 1967. Commencing in the fourth year of operation of the new facility, the operator is required to begin repayments as follows:

Fourth year—\$0.45 per tonne of throughput

Fifth year—\$0.90 per tonne of throughput

Sixth to tenth year—\$1.35 per tonne of throughput

Repayments cease after the tenth year or when 40% of the contributions have been repaid at no interest.

3. *The Local Feed Grain Security Program* assists in the expansion of storage facilities at feed manufacturing plants. Assistance, in the form of carrying charges, may not exceed the lesser of the point at which additional inventories are equivalent to the new storage space created, or the point at which additional inventories reach a level of 1,100 tonnes (50,000 bushels). Carrying charges refer to storage charges plus interest cost of feed grain inventories.

Who May Apply

Owners or prospective owners or operators of feed mills in eligible areas.

Information

Canadian Livestock Feed Board, Suite 504,
5250 Ferrier Street, Montreal, Quebec, H4P 1L6

FEED FREIGHT ASSISTANCE ADJUSTMENT FUND

Description

The Feed Freight Assistance Adjustment Fund was established with savings resulting from changes in transportation subsidies on feed grains shipped to British Columbia.

Ontario and Quebec. These funds are being used for projects in each of these provinces to improve local feed production, storage and handling capabilities.

Benefits

The British Columbia program concentrates on investigation of new feed sources and feeding systems. The Ontario program provides capital assistance to farmers to purchase feed storage, processing and handling equipment and structures, and encourages innovation in feed technology. The Quebec program offers capital assistance to farmers, primarily for feed and forage storage, and to seed processing plants to upgrade and expand their facilities. Contributions in 1978-79 were \$9.7 million.

Who May Apply

Feed producers and processors

Information

Agriculture Canada, Ottawa, K1A 0C5

A.608

FEED FREIGHT ASSISTANCE PROGRAM

Description

This program assists in equalizing the effects of feed grain transportation costs.

Benefits

The program assists shippers of feed grains in British Columbia and parts of Eastern Canada. Livestock producers receive the benefits of the subsidy through reduced feed grain costs.

Who May Apply

Feed manufacturers, livestock feeders and small mill operators shipping feed grains may claim assistance, which is administered through the Canadian Livestock Feed Board. Feed grains from Western Canada, and corn and wheat from Eastern Canada are eligible for the subsidy. Contributions in 1978-79 were \$1.14 million.

Information

Canadian Livestock Feed Board, Suite 504,
5250 Ferrier Street, Montreal, Québec, H4P 1L6
or
Agriculture Canada, Ottawa, K1A 0C5

A.609

FREIGHT CHARGES EQUALIZATION—FLOUR FOR EXPORT

Description

This program helps to place all Canadian flour millers on an equal footing in competing for export flour business.

Benefits

Payments equal to the difference between stop-off charges in eastern and western Canada are made to western Canada millers for export flour shipped through eastern ports. Estimated contributions in 1978-79 were \$1 million.

Who May Apply

Millers in western Canada who are shipping flour for export through eastern ports.

Information

Department of Industry, Trade and Commerce,
Grain Marketing Office,
Ottawa, K1A 0H5
(Tel. (613) 992-7404)

A.610

GRAIN MARKET DEVELOPMENT

Description

The Canadian International Grains Institute operates programs to improve export market opportunities for Canadian grain, oilseeds and related products.

Benefits

The federal government contributes about \$800,000 per year to the costs of the Canadian International Grains Institute. The Institute conducts courses in grain handling, transportation, marketing, flour milling, bread baking and macaroni manufacturing for Canadians and for foreigners selected from countries purchasing these commodities.

Who May Apply

The program is operated by members of the Canadian International Grains Institute.

Information

Canadian International Grains Institute, Winnipeg, Manitoba
(Tel. (204) 985-5344)

or

Department of Industry, Trade and Commerce,
Grain Marketing Office
Ottawa, K1A 0H5
(Tel. (613) 992-7404)

A.611

INCOME STABILIZATION—GRAIN PRODUCERS**Description**

The Western Grain Stabilization Act protects producers against extreme fluctuations in returns from year to year.

Benefits

The Government contributes 4 per cent and producers 2 per cent of eligible gross income from grain to a stabilization fund. Payments are made when the net cash flow to prairie grain producers from grain sales falls below the level of the average for the previous five years.

Federal contributions in 1978-79 were approximately \$60 million.

Who May Apply

Grain producers in western Canada.

Information

Department of Industry, Trade and Commerce,
Grain Marketing Office

Ottawa, K1A 0H5

(Tel. (613) 992-7404)

or

Agriculture Canada, Grains and Special Crops Division, Ottawa, K1A 0C5.

(Tel. (613) 995-5880)

A.612

NEW CROP DEVELOPMENT FUND**Description**

This program stimulates the development and adaptation of new crops and new varieties that are commercially promising.

Benefits

Grants are provided for the search for and identification of new crops; for examining technical, economic and commercial feasibility; and for identifying large-scale production and management practices and examining their economic capability. Contributions in 1978-79 were \$1 million.

Who May Apply

Canadian companies, trade associations, universities and non-profit organizations that have adequate resources to undertake projects.

Information

Agriculture Canada, Ottawa, K1A 0C5

A.613

PRAIRIE FARM REHABILITATION ADMINISTRATION (PFRA)**Description**

The Prairie Farm Rehabilitation Administration (PFRA) provides ongoing programs and projects to conserve and develop the soil and water resources of Manitoba, Saskatchewan and Alberta.

Benefits

PFRA conducts ongoing projects to develop and promote improved systems of farm practice, tree culture, water supply and land utilization. It provides infrastructure assistance programs to agricultural service centres in the Prairie Provinces, particularly in the provision of water supply and waste disposal facilities. The Information Division provides a full range of information and technical support services. Reports, brochures, and related items are made available to the public.

Who May Apply

Prairie farmers.

Information

Department of Regional Economic Expansion,
Saskatoon, Saskatchewan
S7K 3G8

A.614

ASSISTANCE TO RAPESEED PROCESSORS

Description

The program encourages the processing of rapeseed rather than sale of the raw product.

Benefits

Freight rate assistance is given for the transportation of rapeseed products to compensate for the lower rates applied to unprocessed rapeseed. Payments made in 1978-79 are estimated to be \$3.4 million.

Who May Apply

Rapeseed crushers and processors.

Information

Department of Industry, Trade and Commerce,
Grain Marketing Office
Ottawa, K1A 0H5
(Tel. (613) 992-7404)

A.615

RAPESEED UTILIZATION ASSISTANCE PROGRAM

Description

The program promotes the development of new rapeseed uses and products.

Benefits

The federal government provides grants to the Rapeseed Association of Canada to support research designed to increase the commercial utilization of rapeseed and its products.

The grant in 1978-79 was \$350,000.

Who May Apply

The program is operated by the Rapeseed Association of Canada which supports research in universities and private research institutes.

Information

Rapeseed Association of Canada, Winnipeg, Manitoba
(Tel. (204) 994-7204)

or

Department of Industry, Trade and Commerce,
Grain Marketing Office
Ottawa, K1A 0H5
(Tel. (613) 992-7404)

A.616

AQUATIC WEEDS RESEARCH AND DEVELOPMENT**Description**

The program supports research and development leading to the management and control of nuisance aquatic weeds, including mechanical and chemical control methods, and making control more cost-effective by utilizing the weeds.

Benefits

Contracts for more than \$900,000 have been awarded to private companies for the development of a weed plough, a self propelled harvester, a modular system, and field tests of new technologies. One contract is for research on utilization of aquatic weed silage for livestock feeding.

Expenditures in 1978-79 were \$600,000.

Who May Apply

Companies or individuals may submit proposals for further research and development and may be eligible for contracts to carry out the work.

Information

Department of the Environment,
Ottawa, K1A 0H3

A.617

CANADIAN SALTFISH CORPORATION**Description**

The Canadian Saltfish Corporation is a crown corporation which has powers to regulate interprovincial and export trade in saltfish in order to improve the earnings of

inshore fishermen and saltfish producers. Under legislation of participating provinces (Quebec and Newfoundland) the Corporation is given exclusive rights to buy and market saltfish. It also purchases fresh fish for salting.

Benefits

The Corporation provides orderly marketing for the fishery, makes loans of working capital to fishermen, and buys and sells to fishermen and producers, salt, containers, and other materials used in the curing and handling of cured fish. The Corporation spends about \$500,000 per year on facilities modernization, infrastructure improvement, product development and quality control.

Who May Apply

Quebec and Newfoundland inshore fishermen and saltfish producers.

Information

Canadian Saltfish Corporation,
Ottawa, K1A 0E6

A.618

FISH CHILLING FACILITIES

Description

The federal government's Atlantic Fisheries Development Program assists in the development of infrastructure and other facilities to improve the effectiveness and profitability of the Atlantic fishery.

Benefits

As part of an overall Atlantic Fisheries Development Program, this project provides up to 50% of the costs of construction and equipment for approved ice making and ice storage facilities situated on land, and equipment for refrigeration or for preserving ice on a fishing vessel. Maximum contribution is \$50,000.

Who May Apply

Fishermen and processors in the Atlantic fishery.

Information

Department of Fisheries and Oceans.
Ottawa, K1A 0E6

FISHERIES RESEARCH SUPPORT

Description

Fisheries research and stock enhancement programs encompass many scientific disciplines, and affect all commercially important aquatic animals. Emphasis is placed on resource assessment and population dynamics of groundfish (cod, haddock, etc.), pelagic fish (herring, mackerel, etc.), shellfish (lobsters, crabs, scallops, etc.), salmonids (salmon, trout), and marine mammals (seals, whales, etc.). Other research is conducted in aquaculture technology, fish health and fish genetics. Activities include operation of hatcheries, construction of fish passage facilities, etc.

Benefits

The fisheries industry is affected by research results in the following ways:

- (a) Resource Management—the setting of Total Allowable Catch Limits (TACs);
- (b) Regulation—Licensing of fishermen and controlling of harvest and harvesting techniques; controlling the spread of fish diseases;
- (c) Financial support through research grants such as: science subventions; Cooperative Programs with Industry (COPI); Unsolicited Proposals

Funding of fisheries resource management research is approximately \$47 million per year including enhancement of resources aimed at development of the industry. Subventions amount to \$360,000, support to the Marine Sciences Research Laboratory at the Memorial University of Newfoundland and to the North American Salmon Genetic Program amount to \$350,000 per year. Support to COPI (See A.502) is \$410,000 in 1979-80.

Who May Apply

Fishermen and fishery-related businesses.

Information

Department of Fisheries and Oceans.
Ottawa, KIA 0E6

FISHING VESSEL CONSTRUCTION ASSISTANCE

Description

The federal government provides funds to encourage the building and use of modern small commercial fishing vessels built in Canadian yards.

Benefits

The government contributes 35% of the cost of construction, modification or conversion of approved projects for vessels which are, or will be, engaged in the inland or east coast fishery.

Approximately \$2.5 million per year is spent on this program.

Who May Apply

Owners or prospective owners of vessels in the inland fishery that are 16 to 75 feet in length and vessels in the east coast fishery that are 25 to 75 feet in length are eligible. The eligibility criteria are reviewed annually to ensure that the limited program funds are used where the need is most pressing. At present, subsidies in respect of construction are approved only where the new vessel is to replace one that has outlived its usefulness.

Information

Department of Fisheries and Oceans.
Ottawa, K1A 0E6

A.621

GRANTS TO ATLANTIC SALMON AND LOBSTER FISHERMEN**Description**

The federal government attempts to maintain the continuing viability of the fishery despite temporary reductions or closures necessitated by depletion of stocks.

Benefits

The federal government provides assistance to salmon and lobster fishermen so that these businesses may remain viable until stocks are restored to exploitable levels. In 1978-79 grants of \$3 million were made to eligible lobster fishermen and \$1.6 million to eligible salmon fishermen.

Who May Apply

Lobster and salmon fishermen who were established in the designated areas before reduction or closure of the fishery was imposed.

Information

Department of Fisheries and Oceans.
Ottawa, K1A 0H3

PRICE SUPPORT FOR FISH

Description

The Fisheries Prices Support Board is responsible for investigating and, where appropriate, recommending action to support prices of fishery products where declines have been experienced. The basic principle is to protect fishermen against sharp declines in prices and consequent loss of income due to causes beyond their control.

Benefits

The Board, subject to approval of the Governor-in-Council, is empowered to purchase fishery products at prescribed prices or pay deficiency payments to producers of fishery products equal to the difference between a prescribed price and the average price at which such products were sold. Deficiency payments are made through the Freshwater Fish Marketing Corp.

Acting for CIDA, the Board allots quotas for canned fish products to producers, based on their interest in the program, plant capacity and previous performance on similar programs.

In 1978-79 the Board contributed \$340,000 in deficiency payments and purchased for resale fishery products worth \$3.5 million.

Who May Apply

Fishermen and producers of fishery products.

Information

Department of Fisheries and Oceans.
Ottawa, K1A 0E6

SALMONID ENHANCEMENT PROGRAM (SEP)

Description

The SEP was initiated in 1977 to return Canada's Pacific salmonid resources to their historic levels. Projects are designed not only to produce fish, but also to increase employment opportunities and foster regional economic development. Eighty-five per cent of program costs are to be recovered from the direct beneficiaries of the Program.

Benefits

Increased salmonid production will increase net income for the entire commercial fishing industry in B.C., expand the recreational fishery and associated industries,

promote regional development in B.C., increase employment, and promote the well-being of native people.

Typical projects include fishways, spawning channels and hatcheries. Minor capital, community development and pilot production projects are included. For example, more than \$4 million will be spent in 1979-80 on community development projects which typically involve native bands in stream improvement, enumeration, and pilot production facilities.

Expenditures in 1978-79 were \$20 million.

Who May Apply

B.C. fishermen and businesses engaged in salmonid harvest and processing.

Information

Department of Fisheries and Oceans.
Ottawa, K1A 0E6

A.624

ENERGY FROM THE FOREST (ENFOR) PROGRAM

Description

ENFOR is a major federal government initiative aimed at substituting energy derived from forest biomass for dwindling petroleum supplies and has the specific objective of meeting, initially, 8% of the nation's total primary energy production with forest biomass. In principle, energy substitution could ultimately reach 25%. This will require, in addition to mill wastes and logging residues, harvests from national forests not now being exploited and wood produced on intensively-managed silvicultural energy farms.

Benefits

One segment of the program deals with increasing biomass yields through forest management; the other with new and improved processes and energy products. The program will be conducted almost entirely by contracting research, development and demonstration projects to outside agencies and individuals. Projects will be selected for funding by an ENFOR committee from among proposals submitted by interested organizations and individuals, and proposals generated by Canadian Forestry Service establishments.

Expenditures in 1978-79 were \$1.9 million.

Who May Apply

Canadian businesses capable of performing research and development projects which will increase biomass yields or provide new processes and energy products.

Information

Department of the Environment,
Ottawa, K1A 0H3

A.625

FOREST INDUSTRY RENEWABLE ENERGY (FIRE)**Description**

FIRE is a capital cost-sharing program to encourage the substitution of mill and forest residues for purchased energy in the forest industry.

Benefits

Financial incentives are provided to convert existing facilities, or to install new facilities, utilizing waste forest biomass or pulp mill effluents and thus reducing the dependence on non-renewable resources. Contributions of up to 20% of capital costs will be provided for approved projects. \$103 million will be provided between 1979 and March 31, 1984.

Who May Apply

Forest industries willing to provide energy production facilities using mill and forest residues in place of energy produced from non-renewable fuel sources.

Information

Department of Energy, Mines and Resources,
Ottawa, Ontario K1A 0E4

A.626

PROSPECTORS' ASSISTANCE**Description**

This program encourages the search for minerals in the Yukon and Northwest Territories.

Benefits

The Prospectors' Assistance Board provides assistance through services contracts with eligible prospectors. Advance payments, at the beginning of the season, may be all or part of the amount awarded. Within an \$1800 maximum grant, travel costs may not exceed \$1000 and all other costs \$800. Increased levels have been proposed for 1979-80. Each contractor may also receive 15 free assays.

In addition, in the Yukon Territories, each registered prospector may receive coupons entitling him to ten half-price assays in laboratories in the Yukon Territory.

Who May Apply

Qualified and registered prospectors in the Yukon and Northwest Territories.

Information

Department of Indian Affairs and Northern Development
Box 1500, Yellowknife, NWT
or
200 Range Road, Whitehorse, YT
or
Ottawa, K1A 0H4

A.700 **GOVERNMENT CONTRIBUTIONS—MANPOWER PROGRAMS**

A.701

CANADA MANPOWER CONSULTATIVE SERVICE

Description

This program assists management and labour jointly to plan and implement adjustments to technological and other changes such as mass lay-offs and plant expansions. Key features of the program are cost sharing with the private sector in solving work force problems, promotion of union-management harmony and attracting provincial and other agency interest and assistance.

Benefits

Employers can be reimbursed up to 50% of the costs of joint labour-management consultative committees which plan and oversee responses to actual or anticipated problems of skill redundancy or demand. Employers can also be reimbursed up to 50% of their costs of moving groups of redundant employees to employment in other locations.

Budget for 1978-79 was \$2.9 million.

Who May Apply

Any employer of 20 or more employees in Canada who has, or foresees, a problem that might affect the stability or continued employment of his work force.

Information

Canada Employment Centres

or

Canada Employment and Immigration Commission,
Ottawa, K1A 0J9

A.702

CANADA MANPOWER INDUSTRIAL TRAINING PROGRAM (CMITP)

Description

This program offers financial and consultative assistance to help employers initiate training or expand their training capability. The objectives are to hire and train new workers and to upgrade the existing workforce or retrain employees who might otherwise have to be laid off because of technological or economic changes.

Benefits

The program offers financial and consultative assistance to help employers initiate training or expand their training capability. The arrangement involves a contract between the Commission and the employer under which the Commission agrees to reimburse the employer for certain approved training costs and wages and the employer agrees to provide a prescribed program of training to individuals or groups of employees. Training conducted under CMITP may be given on the job, in a classroom or special training area, or as a combination of the two. Provincial training authorities advise employers on the content and methodology of their training plans.

Expenditures reimbursed are direct training costs (50% to 100%) and trainee wages (40% to 85%; maximum \$163 per week per trainee).

Contributions in 1978-79 totalled \$85.7 million.

Who May Apply

Any employer whose operations are not financed primarily by public funds is eligible.

Requests for assistance are made through counsellors in local Canada Manpower Centres who provide advice to employers as to the acceptability of their training proposals. Acceptable proposals are referred to provincial authorities who review course content, quality and technical aspects of the training. Normally the Commission will not undertake a CMITP contract unless the training plan has been approved by the province.

Information

Canada Employment Centres

or

Canada Employment and Immigration Commission,
Ottawa, K1A 0J9

A.703

CANADA MANPOWER TRAINING PROGRAM (CMTP)

Description

CMTP is a program of occupational training which provides adults with the skills required for employment or to increase their earning capacities.

Benefits

The program includes provision of:

1. Skill courses
2. Basic training for skill development to assist individuals to raise their education to the level required for admission to a skill course.
3. The classroom portion of apprentice training arranged by provincial authorities.

4. Language training for immigrants and some native Canadians so that they may utilize their skills in the labour market.
5. Job readiness training to assist special needs clients' entry into employment.
6. Work adjustment training for special needs clients.

The courses, depending on the skill involved, run from one to fifty-two weeks.

The training is normally purchased by the CEIC from the provinces and delivered through their training institutions and, on occasion, from private trade schools. Living allowances or unemployment insurance benefits and other assistance are normally available to full time trainees. Cost of the training program in 1978-79 was \$343 million and training allowances \$198 million, for those not eligible for U.I. benefits.

Who May Apply

Anyone who is at least one year past provincial school leaving age and has been out of the school system for at least 12 months.

Information

Canada Employment Centres

or

Canada Employment and Immigration Commission,
Ottawa, K1A 0J9

A.704

CRITICAL TRADE SKILLS TRAINING (CTST)

Description

CTST features training initiatives to overcome certain chronic manpower shortages that exist in the Canadian economy, particularly in the manufacturing sector.

Benefits

Subsidies are paid to employers for the training of workers in specific blue collar trades or occupations that are in chronic short supply. The program is implemented and administered by the Commission's field offices. Training is provided by employers, and/or employer associations, to employee-trainees in cooperation with the provinces who provide technical support.

Who May Apply

Employers willing to provide subsidized training in eligible trades or occupations.

Information

Canada Employment Centres

or

Canada Employment and Immigration Commission,
Ottawa, K1A 0J9

A.705

JOB EXPERIENCE TRAINING (JET)

Description

The JET program helps unemployed young people who lack experience and skills to become permanent, productive, members of the labour force. Local Chambers of Commerce, Boards of Trade and other community organizations participate as sponsors of the JET program in cooperation with CEIC.

Benefits

Private sector employers enter into agreements with the federal government to provide 26 weeks of actual work experience in newly created positions. The JET program provides employers with subsidies of 50% of wages paid to the participants (up to \$1.50 per hour or \$1,560 per participant) to offset their lower productivity. It also provides employers with opportunities to assess participants as potential permanent employees.

\$45 million was allocated to the JET program in 1978-79.

Who May Apply

Employers wishing to hire young people.

Information

Canada Employment Centres

or

Canada Employment and Immigration Commission
Ottawa, K1A 0G9

A.706

SMALL BUSINESS INTERN PROGRAM

Description

The program is intended to create permanent job opportunities for recent graduates and to enhance the growth potential and competitive position of small and medium-sized

businesses. It helps firms to hire newly trained personnel who can acquire practical experience in the small business environment.

Benefits

The federal government will pay 50% of an intern's wages, up to a maximum of \$675.00 per month, for a period not exceeding 12 months. The contribution will not be made for positions already filled at the time of application and it is not available for summer or other part-time employment. The program is operated in cooperation with the Scientific and Technical Employment Program (STEP) of the National Research Council and an individual will not be funded under both programs. Program expenditures in 1978-79 were \$2.3 million.

Who May Apply

Small businesses

Information

Department of Industry, Trade and Commerce,
Ottawa, K1A 0H5

A.707

CANADA MANPOWER MOBILITY PROGRAM

Description

The Canada Manpower Mobility Program enables workers whose skills are not needed in their home areas to seek and accept employment in the nearest area where there are job opportunities.

Benefits

Several types of grants are available. Among the more important are:

- (1) Exploratory Grants—travel costs and two-day living allowance to explore job opportunities.
- (2) Relocation Grants—moving costs of worker and family to new job area.
- (3) Travel Grants to Temporary Employment—travel costs and two-day living allowance for unemployed worker to travel to a temporary job providing a minimum of 8 weeks employment.

Other grants include:

- Travel grants to seasonal agriculture workers.
- Trainee travel grants under Canada Manpower Training Program
- Special travel grants for counselling, testing, etc.

Budget for 1978-79 was \$11.8 million.

Who May Apply

Workers who are unemployed, about to be unemployed, or are under-employed, and have no suitable job possibilities in their own localities. Workers must be registered with local Canada Employment Centre.

Information

Canada Employment Centres

or

Canada Employment and Immigration Commission,

Ottawa, K1A 0J9

A.708

AGRICULTURAL WORKERS

Description

The federal government operates three programs which stabilize the agricultural labour market by organizing the supply and demand for workers and encouraging new entrants to the sector through improvements in wage rates and working conditions.

Benefits

1. *Canada Farm Labour Pools*. The Pools are specialized non-profit employment service agencies which operate under contribution agreements (contracts) with individuals as Pool Managers. In Quebec, the Pools are administered centrally by the Union des Producteurs Agricoles. The Pools cooperate closely with Canada Employment Centres and are assisted by community-based Local Agricultural Manpower Boards acting as advisors. The Pools provide: recruitment and referral for employment or training, worker orientation assistance, payroll preparation, and worker maintenance assistance. They also assist with the delivery of provincial and other federal employment programs. Some 61 Canada Farm Labour Pool offices operate year-round in agriculture-intensive areas. They are assisted by 31 branch and seasonal points of service. Pools are established in all provinces but Newfoundland. Movements of workers from one area to another are organized with the cooperation of Canada Employment Centres.
2. *Federal-Provincial Agricultural Manpower Agreements* promote consultation and cooperation in policy and program development and provide that Canada will share equally with the provinces the cost of agricultural employment activities. Funds are used to subsidize the construction or renovation of housing for seasonal agricultural workers, for promotion and advertising, to provide day-haul service for temporary workers, for joint labour market research and for the operation of a federal-provincial agricultural employment development committee in each participating province. Specific programs and services are delivered by the provinces.

3. *Caribbean and Mexican Seasonal Agricultural Workers Program*. The policy of the Canadian government requires that all job opportunities in Canada be made available to Canadians and legal permanent residents before foreign workers are admitted. A number of arrangements have been made with several Caribbean countries and Mexico to provide temporary workers when shortfalls arise in the Canadian supply of agricultural workers.

Agricultural employers are required to apply to their nearest Canada Employment Centre and/or Canada Farm Labour Pool. If no Canadian workers are available locally to meet employer's requirements, and the CEC establishes there are no Canadian workers available from other parts of the country, then foreign workers may be recruited on employers' behalf. Canadian immigration offices abroad arrange for foreign governments to recruit and select the workers, ensure their medical clearance and provide them with the necessary identification documents and work permits. Employers and workers must sign agreements establishing the rights and obligations of all parties concerning the costs of travel, wages, working conditions, accommodation, repatriation and social benefits. Liaison officers representing the workers of their respective countries inspect accommodation, assist in settling any problems that may arise, and, if necessary, arrange for the transfer of workers from one employer to another, or for workers' repatriation because of illness, family problems or other circumstances. Budget in 1978-79 was \$4.3 million.

Who May Apply

Anyone requiring assistance in obtaining agricultural workers.

Information

Canada Employment Centres

or

Canada Employment and Immigration Commission,
Ottawa, K1A 0J9

A.800 GOVERNMENT CONTRIBUTIONS—MISCELLANEOUS PROGRAMS

A.801

BOOK PUBLISHING DEVELOPMENT PROGRAM

Description

This new program is designed to stimulate the Canadian-controlled book publishing industry to develop, publish, market and distribute books by Canadian writers for the Canadian book market. It is also designed to improve the professional skills of the book publishing industry and to enhance the foreign marketing of Canadian authored books.

Benefits

The program provides financial and other assistance for a number of purposes: development costs for certain non-recurring pre-publication costs related to the development of Canadian-authored books; publication of Canadian textbooks and related learning materials; company analysis; managerial and operational improvement; research by groups of companies aimed at strengthening the companies through consolidation of part of their operations; project implementation resulting from the research; export promotion; foreign rights marketing; professional development; and research and documentation.

Who May Apply

Most aspects of the Program will be open to companies that are 75% Canadian-owned and effectively controlled by Canadians, with annual sales of Canadian-authored books in excess of \$100,000 (with some exceptions). However, all Canadian-based companies, regardless of their nationality of ownership and control, will be eligible for assistance in improving professional skills and foreign marketing.

Information

Secretary of State, Ottawa, K1A 0M5

A.802

BUSINESS COUNCILS

Description

This is a pilot project initiated by the Department of Industry, Trade and Commerce. Business councils can provide guidance and resource information to increase the efficiency of small manufacturers and to raise the level and quality of local employment. The program applies mainly to technical areas of business.

Benefits

Costs are shared by federal and provincial governments, the regional municipality, and fees from users.

Who May Apply

The program is intended for small, independent, manufacturers. Business Councils are usually composed of volunteers from large companies and universities in a specific area.

Information

Department of Industry, Trade and Commerce,
Ottawa, K1A 0H5

A.803

CANADA COUNCIL GRANTS**Description**

The Canada Council provides assistance to individuals and organizations involved in the performing and visual arts and related publications.

Benefits

Performing Arts: Eligible arts organizations may receive grants toward their operating costs or special projects. The Council also provides subsidies, technical assistance and support services to encourage touring by Canadian performing artists and companies to widen their audiences.

Visual Arts: Grants are awarded to public galleries, galleries operated by professional artists, print workshops, and independent producers in both film and video. The Council also buys works of contemporary Canadian artists and rents them out to federal, provincial and municipal governments and organizations such as hospitals.

Publications: The Council provides assistance to majority Canadian-owned publishing houses for publication and translation of books and for promotional activities, supports literary and arts periodicals and national publishers' associations, and buys Canadian books for free distribution in Canada and abroad.

Who May Apply

Individuals and organizations involved in the development, performance and encouragement of the arts in Canada.

Information

Canada Council, Ottawa, K1A 5G5

A.804

ENERGY SYSTEMS ANALYSIS (ESA)

Description

Cost-effective and energy-efficient building design has been shown to be achievable through energy analysis by computer and use of the ESA series of programs. Through this program the government encourages the use of energy-efficient designs.

Benefits

To stimulate energy conservation in commercial buildings, the government has made the ESA programs available to Canadian users and offers a series of courses on their use.

Who May Apply

Any Canadian design engineer.

Information

Public Works Canada, Ottawa, K1A 0M2

A.805

DESIGN ASSISTANCE TO BUSINESS

Description

Design Canada programs encourage Canadian design and product development through financial incentives, management training, technical assistance, information seminars and development of the design professions. The programs are of special interest to small and medium sized businesses.

Benefits

Design Canada provides:

Direct Financial Assistance: Contributions to industrial design projects may be made under the Enterprise Development Program (See A.302).

Management Training: Short courses to meet the needs of executives who are responsible for design policy and activity.

Record of Designers: A confidential directory of industrial designers available and qualified to meet particular design needs. (No charge referral service.)

Design Research: Selected research on product design. The results form the basis for design advisory services.

Financial Assistance for Design Education: Scholarships to schools of international standing are offered.

Advisory Services: Assistance in design improvements to meet rising standards.

Design Promotion/Recognition/Awards: Design Canada/National Design Council awards honour outstanding applications of good design principles.

Who May Apply

Small and medium-sized businesses interested in product improvement or development.

Information

Design Canada, Ottawa, K1A 0H5

A.806

FASHION DESIGN ASSISTANCE PROGRAM (FDAP)

Description

Fashion/Canada, a non-profit corporation, administers the Fashion Design Assistance Program (FDAP) to develop Canadian fashion design talent, to strengthen innovative fashion design in the Canadian textile and apparel industries, and to promote fashion design in domestic and international markets.

Benefits

PROFESSIONAL DEVELOPMENT GRANTS enable designers in the Canadian fashion industry to improve performance through special courses.

INDUSTRY ORIENTATION PROJECT upgrades the skills and knowledge of fashion design educators through active participation in apparel manufacturing firms.

TRAINING-IN-INDUSTRY—offers valuable industry experience to undergraduates of Canadian schools of fashion design as course extensions during summer holidays.

GRANTS—enable designers employed in the Canadian fashion industry to improve performance through special courses which up-grade skills and knowledge of new design techniques.

PROMOTION—assistance in promotions implemented by fashion industry associations and provincial governments.

Who May Apply

Canadian textile, apparel and related businesses.

Information

Fashion/Canada, Ottawa, K1A 0H5
(Tel. (613) 995-6287)

FOREIGN INVESTMENT ASSISTANCE—DEVELOPING COUNTRIES

Description

The federal government provides assistance to Canadian companies seeking joint ventures, licensing agreements, or other ongoing commercial relationships in developing countries.

Benefits

Grants of up to \$10,000 are available for pre-feasibility studies of proposals. Grants up to \$100,000 are available for follow-up feasibility studies on a shared cost basis (50% of eligible expenditures).

Expenditures in 1978-79 were \$1.1 million. A major expansion of the program is planned for 1979-80.

Who May Apply

Any Canadian business whose proposal can be shown to produce advantages to both the target country and to Canada.

Information

Canadian International Development Agency,
Hull, K1A 0G4

FILM INDUSTRY ASSISTANCE

Description

The Canadian Film Development Corporation fosters and promotes the development of a feature film industry in Canada.

Benefits

The Corporation will invest in individual Canadian feature film productions in return for a share in the proceeds from any such production; make loans to producers of individual Canadian feature film productions; advise and assist producers of Canadian feature films in the distribution of such films and in the administrative functions of feature film production.

Special tax provisions assist investors in certified feature films and short productions.

In 1978-79 loans and investments totalled \$4.5 million.

Who May Apply

Canadian producers of feature films.

Information

Canadian Film Development Corporation, Tour de la Bourse, 800 Place Victoria, Suite 2220, Montreal, H4Z 1A8

A.809

GRANTS TO FILM FESTIVALS IN CANADA**Description**

Grants to film festivals in Canada assist the Canadian film industry with the development of international markets, the cultural development of film audiences and the professional development of film makers.

Benefits

Eligible film festivals, which must also be supported by provincial governments and local industries, may receive grants covering approximately 10% to 15% of the total budget of these events.

Grants made in 1978-79 totalled \$250,000.

Who May Apply

Promoters of festivals that have established strong international reputations for discovering good films that will attract buyers and reviewers and of festivals oriented toward cultural development.

Information

Secretary of State, Ottawa, K1A 0M5

A.810

PARTICIPATION IN FILM FESTIVALS ABROAD**Description**

CINEMA CANADA is a government organization that promotes Canadian films at approximately 100 film festivals each year.

Benefits

Publicity and promotion of Canadian films at film festivals. At Cannes, the most important project in the program, CINEMA CANADA operates an office, publishes and distributes promotional materials, shows Canadian films which are for sale and provides a working base for Canadian film salesmen.

Who May Apply

Canadian producers and distributors of Canadian films.

Information

Cinema Canada, Ottawa, K1A 0M5

A.811

HOME INSULATION ASSISTANCE

Description

As part of its overall energy conservation program, the federal government assists owners to improve the insulation of homes.

Benefits

1. The Home Insulation Program (HIP), *which applies to P.E.I. and Nova Scotia only*, provides tax-exempt federal contributions of 100% of the cost of insulation materials, weather stripping, caulking, storm windows and doors, up to a maximum of \$350 (\$70 for hostels) per self-contained unit *OR* one third of the cost of materials and installation up to a maximum of \$500 (\$100 for hostels) per unit. Residential dwellings built prior to 1977 are eligible for assistance. A CMHC certificate of eligibility must be issued before work starts. Expenditures in 1978-79 were \$28.9 million.
2. The Canadian Home Insulation Program (CHIP) provides a taxable grant, in all provinces *except P.E.I. and Nova Scotia*, of two thirds of the actual cost of purchasing insulation materials up to a maximum of \$350 per unit for single dwellings, and \$70 per bedroom in hostels, for any housing in Canada constructed before 1946. At present weather stripping, caulking, storm windows and doors, and labour costs are not eligible.

Funds available for 1978-79 were \$56.2 million.

Who May Apply

Owners of eligible accommodation.

Information

Canada Mortgage and Housing Corporation.

Ottawa, K1A 0P7

CMHC also has offices in most major urban centres.

A.812

LABOUR EDUCATION

Description

This program assists officials and employees of organized labour to develop the knowledge and skills to more effectively discharge the responsibilities of the labour movement in the context of the Canadian economic, political and social framework.

Benefits

Grants are provided to the Canadian Labour Congress, Canadian Conference of Teamsters, and independent unions to support programs or instructor training, as well as specific skills training and advanced courses for trade union officials.

Expenditures in 1978-79 were \$3 million.

Who May Apply

Canadian Labour Unions

Information

Labour Canada, Ottawa, Ontario, K1A 0J2

A.813

NORTHERN RESOURCES ROADS ASSISTANCE

Description

The governments of the Yukon and Northwest Territories administer programs to assist in building roads for resource development.

Benefits

1. *The Tote Trails Program* (part of the Northern Exploration Facilities Program.) This cost-sharing program covers both tote trails (low standard roads designed to provide access to a resource project in the exploration, development or small scale production stage) and other transportation modes,

which in some instances may be less expensive or more appropriate, including low standard airstrips, small docks, helicopter landing pads and seaplane bases.

2. Businesses engaged in exploration and development of northern resources may also be eligible for assistance in the construction of permanent access roads to development and production facilities.

Who May Apply

Businesses engaged in resource development in the Yukon and Northwest Territories.

Information

Government of the Northwest Territories,
Yellowknife, N.W.T., OXE 1H0

or

Government of the Yukon Territory, Whitehorse, Y.T.

or

Department of Indian Affairs and Northern Development,
Ottawa, K1A 0H4

A.814

PURCHASE AND USE OF SOLAR HEATING (PUSH) PROGRAM

Description

PUSH is a proposed program of purchases of solar equipment by the federal government for its own account. The program will increase the use of solar energy equipment and help to establish a new, regionally distributed, manufacturing industry. PUSH will involve the use of solar hot water and space heating systems in both new and existing federal government buildings.

Benefits

Opportunities to develop, produce and sell solar heating systems.

Who May Apply

Producers of solar heating systems.

Information

Public Works Canada, Ottawa, K1A 0M2

A.815

SHIPBUILDING ASSISTANCE

Description

The federal government provides assistance to ensure the viability of a Canadian shipbuilding industry.

Benefits

1. The Shipbuilding Industry Assistance program (SIAP) replaces two previous programs (Ship Construction Subsidy Regulations (SCSR) and Shipbuilding Temporary Assistance Program (STAP)). Assistance is provided to established shipbuilders engaged in the building and conversion of ships of specified minimum sizes. (See also A.620). Contributions in 1978-79 were \$59 million.
2. The federal government also provides assistance in major drydock and ship repair facilities programs. Projects have now been approved at Vancouver, B.C., Halifax, N.S., Saint John, N.B., and St. John's, Nfld. Each project is assessed on its ability to make a major contribution to the economy of the area and of Canada. Federal expenditures in 1979-80 are expected to approximate \$35 million.

Who May Apply

Canadian shipbuilders.

Information

Department of Industry, Trade and Commerce,
Ships and Components Division,
Ottawa, K1A 0H5
(Tel. (613) 995-3201)

A.816

SMALL CRAFT HARBOURS

Description

The Small Craft Harbours program provides facilities for commercial fishermen and for recreational use.

Benefits

This program provides and maintains harbours and support facilities for commercial fishermen and recreational boaters at approximately 2300 locations in Canada. Harbours include breakwaters, moles, jetties, landing stages and wharfs. Support facilities include electric power outlets and lighting, hoists and other kinds of lifting devices for fish and gear at jetties, water supplies and, where required, dredging to maintain suitable depths of water. On-site harbour management services are being initiated in 1979-80 with approximately 300 managers scheduled for appointment.

Approximately \$30 million per year is devoted to this program (including the Tourist Wharf and Marina Assistance Programs). Additional funds are allocated from other programs such as Canada Works.

Who May Apply

The program is managed by DFO with advice from local authorities and fishermen's and recreational organizations.

Information

Department of Fisheries and Oceans.
Ottawa, K1A 0E6

A.817

MARINA ASSISTANCE PROGRAM

Description

The program ensures provision of basic and essential harbour requirements for the safe mooring of recreational craft.

Benefits

Federal assistance consists of construction of marine works and dredging, subject to a maximum federal contribution of 50% of the total project cost, excluding land acquisition expenditures. All forms of marine works including breakwaters and dredging are eligible for consideration. In 1978-79 seven projects were assisted at a cost of \$1.8 million. Eight projects are planned for 1979-80.

Who May Apply

Federal assistance may be provided for marina developments undertaken by provincial or municipal governments or their agencies, subject to negotiation of a formal agreement in each case. Assistance to private developers will be considered where it can be established that the development fulfills an important social and community requirement.

Information

Department of Fisheries and Oceans.
Ottawa, K1A 0E6

A.818

TOURIST WHARF PROGRAM**Description**

This program is part of the overall Small Craft Harbours Program. It is intended to assist existing tourist resort operations which are recognized as main economic activities having significant impact upon the commerce of their immediate communities and which contain elements of national interest in terms of tourism; where the construction of facilities will have a stimulating effect on the development of a tourist industry; or where the location provides access to national historic sites or similar federally-sponsored interests.

Benefits

Funds may be provided for new wharfs and/or launching ramps as an initial and one time capital expenditure in areas which have tourism potential or in which tourism is an established industry. The maximum expenditure in any one place (for a wharf, launching ramp or the two combined) is \$15,000.

Funds for the program are limited. In 1978-79 \$534,000 was spent on 27 projects. Ten projects are planned for 1979-80.

Who May Apply

Local authorities or operators of eligible tourist facilities.

Information

Department of Fisheries and Oceans.
Ottawa, K1A 0E6

A.819

WORKERS' TOOLS—METRIC CONVERSION ASSISTANCE**Description**

The federal government provides assistance to workers whose employers require them to provide their own tools when those tools have to be duplicated because of metric conversion.

Benefits

The program places employees in approximately the same position as self-employed workers who can deduct costs of tools as expenses against income. Following approval of application, the Metric Commission will pay 50% of the costs of purchase of new metric tools. This assistance will be available until April 1982.

The cost of this program is approximately \$1 million per year.

Who May Apply

Individual workers who are required to purchase metric tools.

Information

Metric Commission Canada, Ottawa, K1A 0H5

A.820

OIL IMPORT COMPENSATION PAYMENTS**Description**

In April 1974 the federal government established a program to insulate the Canadian economy from the impact of the rapid rise in prices of foreign crude oil.

Benefits

The program compensates the importers of foreign crude oil for the difference between the average cost of crude oil imported to Montreal and the cost of similar Canadian crude oil delivered to Toronto and Montreal. As protection for domestic refiners, imports of petroleum products are compensated at a rate of \$1.50/bbl less than crude oil deliveries.

Compensation payments of \$631 million were budgeted for 1978-79.

Who May Apply

Importers of foreign crude oil and petroleum products.

Information

Department of Energy, Mines and Resources,
Ottawa, K1A 0E4

A.821

TRANSPORTATION SUBSIDIES**Description**

To ensure that comprehensive transportation systems are available to Canadians, despite the difficulties imposed by geography and a small and scattered population, the federal government subsidizes the provision and operation of transportation services.

Benefits

The federal government subsidizes operating deficits of small airports and regional air carriers; rail passenger and freight services and ferry services; construction and upgrading of highways and urban transportation systems.

The following grants and contributions were made in 1978-79:

	<i>\$ Million</i>
Small Airports	6.5
Regional Air Carriers	2.0
Highways	72.3
Urban Transportation	11.4
Ferry Services	130.4
Railway Services	425.4
Railway Crossings	35.6
Railway Rehabilitation	70.0

Who May Apply

Regional air carriers, railway and ferry companies, and other elements of the transportation industry.

Information

Canadian Transport Commission, Hull, K1A 0N9

or

Transport Canada, Ottawa, K1A 0N5

Annex B:

INFORMATION AND SERVICES

B.100 MARKET DEVELOPMENT

B.101

CANADIAN COMMERCIAL CORPORATION

The Canadian Commercial Corporation (CCC) is a Crown Corporation which assists the development of trade between Canada and other nations. It provides procurement and consultative services to over ninety countries. In 1978 over 8,000 enquiries were processed and resulted in more than 1,800 contracts with foreign governments and international agencies. The Corporation adds the Canadian Government's credibility to Canadian prequalification and bid proposals and provides all the benefits and protection, both political and commercial, that the Government of Canada can bring to bear through the CCC.

With the many opportunities around the world for turnkey and other capital projects, and with the increased number of countries preferring government-to-government transactions and relationships, CCC supports the private sector in responding effectively to opportunities for international turnkey and multi-item capital projects.

CCC acts as the prime contractor with the client country and subcontracts goods and services with Canadian firms. CCC provides Canadian suppliers with access to foreign government purchasing offices, assumes responsibility for the administration of contracts and, as required, arranges shipment, inspection and acceptance. It makes prompt payment to Canadian suppliers upon shipment of goods and can assist in securing bid and performance bonds.

Seven of the ten members of the CCC Board are drawn from the business community and have extensive experience in international trade. In 1978 the responsibility for the Corporation was transferred to the Minister of Industry, Trade and Commerce. This move will improve cooperation in the complementary activities of the Corporation and the Department, both of whom serve private sector enterprises operating in the international field. The traditional CCC business—responding to procurement requests of foreign governments and international agencies for seeking Canadian goods and services—is still a function of the Export Supply Centre of the Department of Supply and Services. It acts on behalf of CCC according to the terms of a Memorandum of Understanding between that Department and the Corporation.

Inquiries:

For individual item procurement information:

Export Supply Center,
Department of Supply and Services,
Ottawa, K1A 0S6

For assistance with capital projects overseas:

Canadian Commercial Corporation,
Ottawa, K1A 1E9

B.102

EXPORTS TO DEVELOPING COUNTRIES

The Canadian International Development Agency (CIDA) administers Canada's development co-operation programs in over 70 countries. CIDA relies on private enterprise to implement most of its projects, spending the largest part of its budget on private contractors, consultants, trading houses, suppliers and manufacturers in Canada.

Normally, contracts for development work and consulting services are awarded only to Canadian-owned firms managed and operated in Canada. To be considered Canadian, at least 51 percent of a company's shares must be beneficially owned by Canadians and, to be considered for contracts, businesses must be registered with CIDA.

There are no restrictions on the ownership of firms supplying goods and materials for use in CIDA projects, but at least two-thirds of the goods' content must be Canadian.

Inquiries:

Businesses wishing to supply goods, materials or equipment to CIDA should register with the Sourcing and Priorities Division, Department of Supply and Services, Hull, K1A 0S5.

Businesses wishing to sell goods or services directly to developing countries should register with the Exporters' Directory, Office of Overseas Projects Branch, Department of Industry, Trade and Commerce, Ottawa, Ontario K1A 0H5.

Businesses wishing to be considered for development work and consulting contracts should register with CIDA, Hull, K1A 0G4.

B.103

IMPORT ANALYSIS

The Import Analysis Program assists industrial development and domestic sourcing by providing analysis of imports in significantly greater detail than is available from

regular data produced by Statistics Canada. Priority is given to requests for analysis which involve increased employment or possible industrial development. One hundred and three were completed in 1978.

Inquiries:

Department of Industry, Trade and Commerce,
Ottawa, K1A 0H5

B.104

INDUSTRY SECTOR BRANCHES

The Department of Industry, Trade and Commerce has, as its prime point of contact with industry, the following eleven industry sector branches:

	<i>Telephone</i>
1. Agriculture, Fisheries & Food Products	(613) 995-8107
2. Chemicals	(613) 593-4842
3. Construction & Consulting Services	(613) 593-7747
4. Distribution Services	(613) 593-7981
5. Electrical & Electronics	(613) 593-4481
6. Machinery	(613) 992-1004
7. Resource Industries	(613) 992-5065
8. Textiles & Consumer Products	(613) 996-0087
9. Transportation Industries	(613) 995-3201
10. Transportation Services	(613) 995-8308
11. Grain Marketing Office	(613) 992-7404

The branches' primary responsibilities are to:

1. promote growth and competitiveness in the manufacturing, processing and service sectors;
2. act as contacts for the manufacturing and processing industries and selected service sectors in their dealings with the Federal Government;
3. deliver departmental programs and services and to ensure that Canadian enterprises obtain the optimal benefits from assistance and incentive programs administered by IT&C and by other government departments and agencies;
4. assist Canadian business in the identification and exploitation of both domestic and export market opportunities and to safeguard business interests in international markets.

Inquiries:

Individual industry sector branches at
Department of Industry, Trade & Commerce
Ottawa, K1A 0H5

B.105

INTER-FIRM COMPARISONS

The Inter-firm Comparison Program helps individual companies to improve their productivity and profitability by identifying, on a confidential basis, their relative strengths and weaknesses in comparison with others. To date interfirm comparisons have been completed on about 600 companies in 40 sectors.

Inquiries:

Department of Industry, Trade and Commerce,
Ottawa, K1A 0H5

B.106

PHYSICAL DISTRIBUTION ADVISORY SERVICE (PDAS)

PDAS provides assistance to companies within the *Atlantic Region* on problems relating to inventory management, warehousing, transportation, material handling, customer service, market forecasting, plant and warehouse site selection, delivery service, order processing and protective packaging.

The services are provided at nominal per diem rates.

Inquiries:

Atlantic Provinces Transportation Commission,
Moncton, N.B.

or

Department of Regional Economic Expansion,
Regional Office, Moncton, N.B.

or

Ottawa, K1A 0M4

B.107

INTERNATIONAL BUREAUX—SERVICES FOR EXPORTERS

The International Bureaux of the Department of Industry, Trade and Commerce are the central points of contact for businesses on matters affecting Canada's trade and economic relations with other countries and areas. They provide intelligence on Canada's trade with other countries and are responsible for developing trade relations and export marketing strategies for these areas. The following types of services are available:

Market Information: economic outlook of various countries and specific product market information.

Market Access Information: comprehensive information on tariffs, regulations, licensing, standards, documentation, etc.

Special Access Assistance to USA: comprehensive information on US classifications, valuation, non-tariff access requirements and special trade problems.

Publications:

Markets for Canadian Exporters: a wide range of general information about countries, their business climate and commercial milieu.

Information for Canadian Businessmen: reprints of useful articles from various sources.

Shipping Documents and Customs Regulations: for specific countries.

Canada Courier: published in five languages to give international market exposure to Canadian products and services for export.

Doing Business in Canada: a series of 10 yearly publications with subjects of interest to the business community.

Inquiries:

Department of Industry, Trade and Commerce,
Ottawa, K1A 0H5

B.108

INTERNATIONAL TRADE DATA BANK

The International Trade Data Bank consists of information on the imports and exports of 41 major trading countries as reported annually to the United Nations. The 41 countries report the origin and destination of their imports and exports according to the U.N. Standard Country Code, providing approximately 265 individual partner country and region possibilities. The data run from 1962 to the most current year available. They are updated annually and information for the past calendar year is normally available for all OECD countries and certain developing countries within the first nine months of the calendar year. Data for other developing countries are subject to lags of 2-3 years.

Value data are expressed in current U.S. dollars for total trade and for all five levels of the Standard International Trade Classification (SITC), where national statistics are available. Although some quantity data are available for certain commodities and countries, coverage is not as consistent as the value data.

User charges for data are based on an initial estimate followed by actual cost recovery.

Inquiries:

Department of Industry, Trade and Commerce,
Ottawa, K1A 0H5

For Minerals, Metals and Energy:

World Trade in Minerals Data Bank System,
Department of Energy, Mines and Resources,
Ottawa, K1A 0E4

B.109

MASTER CONSTRUCTION SPECIFICATION (GMS)

The Government of Canada—Master Construction Specification (GMS) is a computerized master specification system, in both official languages, containing most typical specification paragraphs required for building, marine, and heavy civil engineering projects. GMS has been made available to the private sector as a basis for a Canada-wide National Master Specification (NMS) and preparation thereof has commenced with the cooperation of Construction Specifications Canada (CSC), a national non-profit organization. The GMS, available in hard copy form and on computer tape, is published by DSS and sold by its agents, including Construction Specifications Canada.

Inquiries:

Public Works Canada,
Ottawa, K1A 0M2

B.110

OFFICE OF OVERSEAS PROJECTS—EXPORT ASSISTANCE

The Office of Overseas Projects of the Department of Industry, Trade and Commerce can assist Canadian businesses in all export projects other than prime commodity or equipment transactions or direct sales of engineering consultants' or construction services.

The three regional divisions of the office:

- prepare briefing material concerning project financing and the suitability of Canadian companies to undertake specific projects or supply the machinery and equipment required;
- assist Canadian companies to assemble the best financial packages to win contracts for overseas projects. Where appropriate this includes financing through Canadian chartered banks, EDC, CIDA and multilateral banks, and insurance, bonds and guarantees that are customarily a significant part of capital projects;
- advise the business community on how best to identify and analyse the risks

- involved, provide advice on international financing trends, and monitor and assist the orderly development of the project;
- develop and sustain export projects by assessing Canadian capabilities and groupings of companies that could pursue projects beyond the capacity of any single company.

The Office prepares a wide range of publications and maintains the Exporters Directory for use by Canadian Trade Commissioners abroad. Canadian firms wishing to export should ensure that they are included in this publication. The Department also conducts export market studies and provides consultative services concerning product development and market planning.

Inquiries:

Department of Industry, Trade and Commerce,
Ottawa, K1A 0H5

B.111

SELLING TO GOVERNMENT

The Department of Supply and Services consists of two separate Administrations:

The Supply Administration provides goods and services to other federal government departments and agencies.

Supply activities include requirements definition; acquisition of goods and services of a scientific, engineering and commercial nature; maintenance and repair of government machinery and equipment; printing; publishing; traffic management; security and assets management services; expositions; warehousing and distribution services. The vast majority of these goods and services are obtained from the private sector.

Suppliers wishing to do business with the government should ensure that they are on the appropriate *DSS Source Lists* by contacting:

Supply Administration,
Tower 14A2,
Place du Portage Phase III,
Hull, K1A 0S5,
Telephone: (819) 997-7116

Further information may also be obtained from Supply Administration on what the government's future requirements for goods and services will be as well as more detailed information on how to do business with the government. All tender openings over \$5,000, with the exception of security sensitive requirements, are open to the public at the headquarters in Hull, Québec, as well as in Regional Offices in Halifax, Montreal, Ottawa, Toronto, Winnipeg, Edmonton and Vancouver.

The Services Administration contains two specific areas of activity which are of interest to the business community. They are the Bureau of Management Consulting and the Audit Services Bureau.

The Bureau of Management Consulting employs private sector consultants on a number of specific projects. A data bank records the qualifications of consultants who have indicated interest in such assignments and is used in the selection of consultants for employment under contract.

The Audit Services Bureau provides audit services to federal departments and agencies. To augment its work force, the Bureau annually invites professional firms interested in working with the Bureau on a contract basis to submit applications. Notification to the industry is accomplished through advertisements placed in newspapers across Canada.

Inquiries:

Department of Supply and Services,
Hull, K1A 0S5

B.112

TOURISM INDUSTRY ASSISTANCE

The Canadian Government Office of Tourism provides a wide range of services and information to the Canadian tourism industry and to the travel trade in Canada's key foreign markets. Services include:

- economic studies of tourism industry proposals.
- coordination of federally-supported student summer and other temporary employment programs in the industry.
- operation of the Tourism Reference and Data Centre, a central source of data for planning and research purposes.
- mass media advertising campaigns in cooperation with private industry and other levels of government.
- direct mailings to high probability consumers.
- RENDEZ-VOUS CANADA, a marketplace for foreign buyers and Canadian suppliers of package tours.
- operation of field offices in Vancouver, Edmonton, Winnipeg, Toronto, Montreal and Halifax to assist regional tourism businesses.
- development of Canadian vacation packages for Canadians.
- provision of promotional and industry assistance publications, films and speakers.
- assisting tourism industry development through cooperation with the provinces, trade associations and DREE.

Inquiries:

Canadian Government Office of Tourism,
Ottawa, K1A 0H6

B.113

TRADE COMMISSIONER SERVICE

The Trade Commissioner Service promotes Canada's export trade and protects its commercial interests in foreign countries. It acts as an export market consultant and provides information on credit, tariffs, import and exchange controls and terms of payment. Trade Commissioners systematically identify market opportunities for Canadian products and impediments to Canadian trade.

The Trade Commissioner Service encourages foreign investment in Canada and assists Canadian firms to establish licencing arrangements leading to the manufacture in Canada of new products. The Service maintains 90 offices in 66 foreign countries. Trade Commissioners will intercede when disputes develop between a foreign buyer and Canadian seller.

Inquiries:

Department of Industry, Trade and Commerce,
Ottawa, K1A 0H5

B.200 RESEARCH AND DEVELOPMENT

B.201

CANADA INSTITUTE FOR SCIENTIFIC AND TECHNICAL INFORMATION (CISTI)

CISTI ensures that the Canadian academic, government and industrial sectors have access to world-wide scientific and technical information. Services include answers to specific questions, state-of-the-art reviews, an on-line retrieval system, a computer-assisted current awareness service, provision of a variety of hard copy back-up resources through a loan or photocopy service, and access to expertise. CISTI's strength is based on a comprehensive collection of scientific and technical material, maintenance of directories of centres of expertise in Canada, a well-trained and experienced staff, and its location as an integral component of a large research organization.

Requests are received and responded to by telephone, telex, postal service, courier service and telecopiers. Machine readable files can be accessed throughout Canada and results printed on local terminals. Through the Canadian library network, requests not satisfied locally are forwarded to CISTI, or alternate and close locations of material are provided by CISTI to the client.

Inquiries:

National Research Council,
Ottawa, K1A 0R6

B.202

INDUSTRIAL RESEARCH SUPPORT

The federal government has assisted in the establishment of a number of organizations capable of providing research and other technical services to industry. Services are generally provided under individual contracts between the organizations and the users.

Industrial Research Institutes at nine universities provide access to a wide range of scientific and technical resources. (D.7).

Centres of Advanced Technology at five universities and four provincial research organizations provide sources of special competence in specific fields of technology (e.g. powder metallurgy, ocean technology, food products development, biomedical instrumentation). (D.5).

Three **Industrial Research Associations** have been established in cooperation with industrial groups to conduct research and development and to provide other technical services to member companies. They are the Canadian Welding Development

Institute, the Canadian Gas Research Institute and the Sulfur Development Institute of Canada. (D.7).

Inquiries:

Individual organizations (see in Annex D)

or

Department of Industry, Trade and Commerce,
Ottawa, K1A 0H5

B.203

SCIENTIFIC AND TECHNICAL SERVICES

National Research Council laboratories carry out a wide range of activities aimed at improving the technical competence of Canadian companies. They provide services which include assistance with research; production of building and fire codes, standards of mass, length, time, frequency and radiation; provision of national testing and experimental facilities such as wind tunnels, marine dynamics and ship laboratory, engine test facilities and railway engineering test beds; and administrative support for extramural programs. Included also are laboratory R&D contracts to industrial performers and a major space project, the development of the Teleoperator Remote Manipulator system by NRC contracts with Canadian industry.

Inquiries:

National Research Council,
Ottawa, K1A 0R6

B.204

SPACE INDUSTRY SUPPORT

The David Florida Laboratory facilities for the assembly and testing of space hardware are available to Canadian industry and universities. The laboratory is capable of assembly, environmental testing and reliability analysis of space parts, components and materials.

Inquiries:

Communications Research Centre,
Box 11490, Station "H",
Ottawa, K2H 8S2

TECHNICAL INFORMATION SERVICE (TIS)

The NRC/TIS provides Canadian manufacturing industry with the most direct access possible to current technology for the solution of industrial problems. Its services are of particular use to industries that have few technical resources.

NRC/TIS helps industry to adapt existing scientific and technological knowledge to their own specific operations (technology transfer). This includes assisting them to solve technical problems, improve production operations, increase productivity, develop new processes, products and markets, reduce costs and increase profits.

A distinctive feature of NRC/TIS is its *Field Service* whose engineers and scientists make in-plant contact with clients. The field service assists clients to identify and solve their technical problems, helps them to enhance their technological capabilities and performance and makes them aware of the availability and value of technical information. The field services are supported by a group of specialists at the NRC/TIS National Office in Ottawa.

The NRC/TIS serves industry through four inter-related programs:

Technical Enquiries Program —offering solutions to specific problems.

Industrial Engineering Program —giving on-site assistance with production operations and productivity improvement.

Technological Development Program —keeping industry aware of technological developments pertinent to their interests.

Science & Engineering Student Program (SESP) —extends TIS activities through senior students undertaking short-term in-plant projects.

Inquiries:

National Research Council,
Ottawa, K1A 0S3

TECHNOLOGY TRANSFER—AECL

Atomic Energy of Canada Ltd. pursues an active program to transfer to industry technology developed in its laboratories. A successful vehicle for such transfer is the attachment of scientific and technical personnel from industry and Canadian power utilities. About 65 persons are now involved in this program. The company assists industrial engineering firms new to nuclear engineering work by contracting out successively more complex research and development projects.

AECL seeks industrial representation on technical committees dealing with problems such as future fuel cycles, fabrication processes and plant design, and sponsors symposia to discuss changing requirements for nuclear products, specifications, and reliability of materials and components for nuclear applications.

Inquiries:

Atomic Energy of Canada Ltd., 275 Slater Street,
Ottawa, K1A 0S4

B.207

WASTEWATER TECHNOLOGY CENTRE

The Centre encourages cooperative projects with industry, taking advantage of its on-site and mobile trailer facilities to solve waste treatment and disposal problems. Specific projects have involved pulp and paper wastes, mining effluents, sludge-newspapers incineration, determination of toxicity removal capabilities of treatment systems, and effectiveness of on-line monitoring and process control equipment.

The program provides seminars and assists in cooperative demonstration projects dealing with pollution abatement technology.

Inquiries:

Department of the Environment,
Ottawa, K1A 0H3

B.208

RESEARCH AND DEVELOPMENT ON HOUSEBUILDING

The *Canada Mortgage and Housing Corporation* (CMHC) administers the National Housing Act. Under Part V of the Act, CMHC funds research and studies on all phases and segments of the Canadian housing market, including ways to reduce housing costs to provide sound and economical housing. Research results are made available through publications, building plans, and demonstration projects.

Inquiries

Canada Mortgage and Housing Corporation,
Ottawa, K1A 0P7
CMHC also has offices in most major urban centres.

B.300 PRIMARY INDUSTRIES

B.301

AGRICULTURE INFORMATION SERVICES

The federal government issues reports daily, weekly, monthly, quarterly and annually on marketings of livestock, dairy products, eggs and other poultry products, fruits and vegetables, maple products and honey. The figures, which are gathered from the principal centers of Canada, cover receipts at markets, unloadings and related matters. A Technical Liaison Unit provides individual expert replies to technical questions addressed to the Department. Its specialists give advice and information by letter, telephone and in person.

Inquiries:

Agriculture Canada,
Ottawa, K1A 0C5

B.302

FARM BUILDING PLANS SERVICE

Federal and provincial agricultural engineers cooperate to produce building plans for a wide variety of farm users. Leaflets describing the plans, and the plans themselves, are available *only* through provincial departments of agriculture.

Inquiries:

Provincial Departments of Agriculture

General Information:

Agriculture Canada,
Ottawa, K1A 0C5

B.303

FISH INSPECTION SERVICES

The program ensures that domestically produced and imported fish and fishery products are safe, of acceptable quality, and properly packaged, labelled, stored and transported. Regulatory requirements cover construction, equipment, sanitary operation and fish quality aboard vessels and during unloading and transporting;

registration of fish processing plants; inspection and grading of products; and product certification for foreign markets. Advice is provided to consumers and technical assistance to industry.

Inspection is an integrated field inspection and laboratory program. Enforcement is effected through officers stationed at some 130 locations and supported by strategically located inspection laboratories.

Inquiries:

Department of Fisheries and Oceans.
Ottawa, K1A 0E6

B.304

FISHERIES MARKET INFORMATION AND SUPPORT

This federal program strengthens the industry's capabilities in marketing and associated activities in order to obtain the highest return from the fishery resources of Canada. Services include: statistical and management information, trade and market outlook reports, market analysis and identification of market opportunities, marketing plans, policies and strategies to improve marketing efficiency, consumer education and promotion of fishery products, support of new product development, and price support operations.

Specific projects include: the Fisheries Food Centre, grants to the North Atlantic Seafood Association, world-wide marketing studies, special marketing and sales missions and products promotion.

Inquiries:

Department of Fisheries and Oceans.
Ottawa, K1A 0E6

B.305

FRESHWATER FISH MARKETING CORPORATION

The Freshwater Fish Marketing Corporation was established for the purpose of marketing and trading in fish, fish products and by-products. It has exclusive rights in inter-provincial and export trade to market the products of the commercial fishery of provinces participating in the program (Alberta, Manitoba, Saskatchewan, Ontario and the Northwest Territories. In the case of Ontario, participation applies to the northwest section of the province.) Head Office is in Winnipeg.

Inquiries:

Freshwater Fish Marketing Corporation
Winnipeg, Manitoba
or
Department of Fisheries and Oceans,
Ottawa, K1A 0E6

B.306

FORESTRY SERVICES

The Canadian Forestry Service is engaged in a number of major research activities to promote the effective management and use of the forest resources of the nation. The Service conducts research to find ways of improving forest productivity including studies of soil, fertilizers, genetics and tree biology. Methods are sought for increasing forest yields and improving harvesting and reforestation practices. Economic studies are made of forest resources, forest industries and forest products marketing. Research is conducted on the properties and behaviour of wood, protection of wood in use, chemical composition, pulping processes, packaging, etc.

The Canadian Forestry Service conducts the Forest Insect and Disease Survey (FIDS) and develops protective methods to reduce damage by insects and disease and from fires.

The Service provides extensive data and information on forest management and conservation.

Forest Products Laboratories are now being transferred to the control of the private sector to increase industry participation.

Inquiries:

Canadian Forestry Service, Department of the Environment,
Ottawa, K1A 0E7

B.307

CANADIAN HYDROGRAPHIC SERVICE (CHS)

The CHS conducts bathymetric and other surveys of all Canadian navigable waters directed toward the production of navigation, resource and recreational charts which facilitate the use of navigable waters.

Inquiries:

Department of Fisheries and Oceans,
Ottawa, K1A 0E6

B.308

ENERGY WASTE DETECTION—NATIONAL ENERGY BUS PROGRAM

The federal government and participating provinces provide a free service to industry and commerce to identify energy waste and opportunities to reduce energy consumption and costs. By means of mobile, computer-equipped vehicles, on-site plant audits are conducted to analyse energy use patterns and recommendations are offered on possible corrective measures. The program is implemented by 3-year federal-provincial cost-sharing agreements. Program administration is entirely the responsibility of the provinces.

Inquiries:

Department of Energy, Mines and Resources,
Ottawa, K1A 0E4

B.309

EXPLORATION AND MINING SERVICES

Regional and district geologists provide geological information and advisory services to the minerals industry in the Yukon and Northwest Territories.

Regional geologists maintain offices in Whitehorse, Y.T., and Yellowknife, N.W.T. Geological Survey of Canada publications, such as geological, geophysical and topographical maps, memoirs, papers and reports, are available for sale to the public. A library of technical assessment reports is available for reading and copying by means of a microfilm system and there is also a small library of technical books and mining publications for public use. Technical advice is provided by experienced geologists by correspondence, in the office, and in the course of field visits.

Inquiries:

Department of Indian Affairs and Northern Development,
Whitehorse, Y.T.
or
Yellowknife, N.W.T.

B.310

EXPLORATION AND DEVELOPMENT INFORMATION

The exploration for, and development of, Canadian non-renewable resources (fossil fuels, metallic and industrial minerals, uranium, etc.) are supported by the provision of national standards, procedures and services for geoscience information.

The *Canada Centre for Geoscience Data* coordinates the identification and indexing of information resources located in provincial, federal, university and other public agencies, maintains and updates a national reference file, and provides services to public information agencies, mainly in the form of on-line access and custom indexes. Public documents produced by the following Services of the Department of Energy, Mines and Resources are included: Geodynamic, Geological, Geomagnetic, Geothermal, Gravity and Seismological.

Inquiries:

Canada Centre for Geoscience Data,
Department of Energy, Mines and Resources,
Ottawa, K1A 0E4

The *National Mineral Inventory* Section maintains records of known mineral deposits and occurrences (excluding petroleum and natural gas) throughout Canada. Some 19,000 records have been completed as of 1978. Each record contains narrative-form summaries on the history of exploration and development, history of production if any, and geological description of deposit; details on location, map references and bibliography are included. A computerized index/data file (MINSYS) to the Canadian mineral occurrence records is maintained. The Section also maintains current Canadian resource (reserve/production) data by deposit and occasionally may publish compilations on mineral occurrences and resources. Records are available to the public on a fixed fee per file basis for individual files and on a cost recovery basis for computer files.

Inquiries:

Mineral Policy Sector,
Department of Energy, Mines and Resources,
Ottawa, K1A 0E4

B.311

LAND INVENTORY AND LAND USE MANAGEMENT

The federal and provincial governments cooperate to provide land use capability maps and reports. The land use information maps and special land study reports are used by governments and private sector bodies in resource development planning and in conducting environmental impact assessments. The services of private sector consulting firms working in the resource inventory area are utilized wherever possible. Private sector interests also participate in, and utilize, the research and development activity on ecological land classification.

Canada Land Data System - Land data services are provided to federal, provincial and municipal governments and to the private sector. Canada Land Inventory and other land inventory data are stored, as well as certain Census data sets, on a computerized

system (CLDS). A familiarization and training program informs federal and provincial resource planning and management agencies of the CLDS capabilities and applications. The objective is to enable clients to utilize the System through remote terminals.

Inquiries:

Department of the Environment,
Ottawa, K1A 0H3

B.312

MINERAL AND ENERGY RESEARCH AND DEVELOPMENT SERVICES

The Canada Centre for Mineral and Energy Technology (CANMET) conducts, sponsors and contracts applied research and development on mineral, metal and fossil fuel technology. The research program reflects national and regional needs, and is designed to complement research by the private sector. The technical knowledge base thus developed is disseminated by research staff and information specialists. The unique laboratory facilities of the Branch are also utilized in performing research projects for industry on a full or partial cost-recovery basis. A partial list of on-going studies includes: coal and mineral resource assessment, mining, processing and utilization; fuel combustion and energy conservation technology; health, safety and pollution control in the mineral industries; improved recovery from oil sands and heavy oils; explosives testing; improved quality of mineral-based materials; nuclear and mineral waste disposal; improved recovery from low-grade ores; development of standards and specifications; and chemical analysis.

Inquiries:

CANMET,
Department of Energy, Mines and Resources,
Ottawa, K1A 0G1

B.313

NATURAL RESOURCES INFORMATION

The Department of Energy, Mines and Resources provides technical and scientific advice on mineral, metal and fuel extraction and processing; serves as a clearing house for the latest scientific and technological mining data; makes available land maps, aeronautical charts, photo maps, population maps, and information on new geological findings and energy conservation techniques; and researches soil, clay and sand for urban planners and builders.

Inquiries:

Department of Energy, Mines and Resources,
Ottawa, K1A 0E4

B.314

REMOTE SENSING

The *Canada Centre for Remote Sensing* is the nucleus of a national program involving federal and provincial government departments, industry and universities. The Centre develops methods and instruments required to collect, disseminate and analyze earth observation data obtained from aircraft and satellites to help manage Canada's natural resources.

Areas of on-going interest to the private sector include:

- (a) Sensor Developments;
- (b) Analysis Systems;
- (c) Remote Sensing Surveys;
- (d) Applications Development.

Inquiries:

Canada Centre for Remote Sensing,
Department of Energy, Mines and Resources,
Ottawa, K1A 0Y7

B.315

WATER MANAGEMENT DATA

The Water Management Data program is undertaken in cooperation with other agencies and governments to collect, process, analyse, store, interpret and disseminate information on water quantity, ice and snow, sediment, water quality, and socio-economic data for national and interjurisdictional water resource management. Data are made available to other users including industry. The main users are the electric power, irrigation, water-transport, and related industries.

Most quantitative data are distributed via annual publications and are available in computer format from data banks such as NAQUADAT. Non-numeric information is available from other information systems. All information is made available to industry. Charges are made for some services.

Inquiries:

Department of the Environment,
Ottawa, K1A 0H3

WATER MANAGEMENT PROGRAMS

The federal government contributes to the planning and implementation of water management programs through federal-provincial cost sharing agreements or other arrangements. The agreements may be directed towards planning, flood risk mapping, construction of dikes, flood forecasting, implementation of river basin plans, etc. Most resources are directed to industry for planning, construction of dams, flood dyking systems and construction works associated with water management.

Generally, agreements are signed with the provinces for particular studies. Management and administration for each agreement are arranged by joint federal-provincial boards. The Study Boards enter into contracts with private industry to undertake the necessary activities, including planning, data collection, construction, etc.

Inquiries:

Department of the Environment,
Ottawa, K1A 0H3

B.400 MANPOWER AND MANAGEMENT DEVELOPMENT

B.401

COLLECTIVE BARGAINING INFORMATION CENTRE

The federal government plans to establish a Centre to assist parties to collective bargaining by collecting and disseminating objective economic and compensation data on request. Compensation data will include information on comparative rates of pay, employee earnings, conditions of employment and fringe benefits. Economic data will include information on the overall state of the economy, and on conditions in particular industries. The Centre will provide data directly on request or, where referral arrangements are in place, forward the request to provincial agencies.

Inquiries:

Labour Canada, Ottawa, K1A 0J2 (Tel. (819) 997-3117)

B.402

EMPLOYMENT SERVICES

The Canada Employment and Immigration Commission provides: recruitment services to supply suitably qualified workers from local, regional, national or overseas sources, in order of availability; comprehensive labour market information; unemployment insurance information; assistance in work force planning; assistance in the training of workers where occupational shortages exist; and the administration of the Commission's wage subsidy programmes. By providing relocation assistance to workers, employers are assisted in recruiting skilled staff not available locally. Services are provided at more than 550 locations through Regional offices and Canada Employment Centres across the country.

Inquiries:

Canada Employment Centres

or

Canada Employment and Immigration Commission,
Ottawa, K1A 0J9

B.403

FEDERAL MEDIATION AND CONCILIATION SERVICE

Mediation and Conciliation Function

The Service assists the parties in settling collective bargaining disputes concerning first and renewal collective agreements, and including strike and lockout situations. The

Service also provides conciliation and mediation where alleged unfair labour practices are involved in bargaining situations. Where needed, the service appoints Conciliation Commissioners.

Industrial Inquiry Function

To promote industrial peace and conditions favourable to the effective settlement of industrial disputes or differences, the Service establishes industrial inquiry commissions to look into matters affecting industrial relations.

Arbitration Function

FMCS provides technical expertise to the parties on alternative approaches for dealing with grievances. It appoints Arbitrators and Board Chairpersons, and maintains a data bank of arbitration awards.

Inquiries:

Federal Mediation and Conciliation Service, Department of Labour, Ottawa, K1A 0J2

B.404

INTERCHANGE CANADA PROGRAM

The Interchange Canada Program provides for the temporary assignment of Public Service Executives to jobs in the private sector and vice versa. It makes available to the private sector professional and technical expertise from within government. The aim is the development of a better understanding of problems, work methods and areas of common interest between executives inside and outside the Public Service.

Inquiries:

Public Service Commission, Ottawa, K1A 0M7

B.405

LABOUR LIBRARY AND INFORMATION SERVICES

This program produces labour-related data on legislation, wage developments, working conditions, industrial disputes, collective agreement provisions, etc. Data on occupational wage rates and certain conditions of employment are published annually for all Canada and for 22 major cities as a result of an annual survey of establishments having 20 or more employees. These data are of interest to the business community for pay determination (for both union and non-union employees) and for plant location. The department also publishes data on strikes and lockouts.

Regular publications include: *Labour Standards in Canada*, *Legislative Review*, *Directory of Occupational Safety and Health Legislation*, *Working Conditions in Canadian Industry*, and a variety of publications dealing with collective agreements, compensation, etc.

Labour Canada also provides:

- Library Services: circulation and loan of books, government documents and periodicals; provision of reference services; and preparation of bibliographies on labour matters. (e.g. industrial relations, economics, labour standards, occupational safety and health, equality of job opportunity, human rights in labour, etc.) (Tel. (819) 997-3540).
- Legislative Research Service: research into labour laws, their regulations and related administrative practices; answers to specific inquiries and information relating to labour legislation. (Tel. (819) 997-3920).

Inquiries:

Labour Canada, Ottawa, K1A 0J2

B.406

MANAGEMENT COUNSELLING—CASE

CASE (Counselling Assistance for Small Enterprises) is a management counselling service offered by the Federal Business Development Bank. Retired business persons perform the counselling services. The program assists owners and managers of business enterprises, particularly those of smaller size, to improve their methods of doing business. It also provides an opportunity for retired business people to contribute to the development of the small business community by making available a vast store of knowledge and experience.

Any proprietorship, partnership or limited company conducting virtually any type of business enterprise in Canada can apply provided that the enterprise does not have more than 75 full-time employees and the enterprise has had prior discussion of its problems with its appropriate business advisers.

The only charge is a nominal daily fee for each counsellor assigned. 8,653 clients used CASE services in 1978.

Inquiries:

Any of FBDB's 90 offices across Canada (D.10) or
The Secretary, Federal Business Development Bank,
Box 6021, Montreal, H3C 3C3

B.407

MANAGEMENT IMPROVEMENT

1. The Management Advisory Institutes Program is funded by the federal government and is available on an experimental basis. It provides for research into management problems and offers consulting services not

already available through the consulting industry. Services are provided by the University of Alberta and Université Laval.

2. The Management Advancement Program has been designed primarily to strengthen the competitive position of Canadian industry by improving the quality of international business management. University centres specializing in international business studies are supported by the federal government and provide specialized education programs for managers and students. The programs are offered by the University of British Columbia, University of Western Ontario, Ecole des Hautes Etudes Commerciales (Montreal) and Dalhousie University (Halifax). The creation of a fifth centre, for the Prairie provinces, is in progress.

Inquiries:

Participating Universities (see Annex D.6)

or

Department of Industry, Trade and Commerce, Ottawa, K1A 0H5

B.408

MANAGEMENT TRAINING FOR SMALL BUSINESSES

Each year the Federal Business Development Bank conducts an extensive program of over 1000 one-day management seminars at centres across Canada. In 1979 about 1300 seminars will be presented. The seminar programs are designed particularly for small business management. A modest registration fee is charged. The seminars are advertised locally in advance. The Bank also prepares seminars for specific industries in collaboration with industry associations and other organizations which present seminars to their members.

The Bank prepares and distributes 30-hour courses on small business management topics to Ministries of Education across Canada for adult education programs at local colleges.

Inquiries:

Any of FBDB's 90 offices across Canada (D.10) or

The Secretary, Federal Business Development Bank,
Box 6021, Montreal, H3C 3C3

B.409

QUALITY OF WORKING LIFE PROGRAM

The Quality of Working Life Unit disseminates information to unions, employers and other interested persons regarding the restructuring of organizations and jobs to

increase the job satisfaction of workers, and by so doing to improve organizational effectiveness. Information is provided in specially prepared publications, e.g. "Adapting to a Changing World", and "Quality of Working Life, The Idea and Its Application". The Unit also publishes a quarterly Newsletter, *QWL: The Canadian Scene*.

Grants are provided to support conferences and workshops, for research and the publication of research reports, and for related purposes.

Inquiries:

Labour Canada, Ottawa, K1A 0J2

B.410

SMALL BUSINESS INFORMATION SERVICE

The Federal Business Development Bank's Small Business Information Service complements the information services of other government agencies. It provides an inquiry and referral service about government and other assistance programs specifically tailored for small business. A series of booklets called *Minding Your Own Business* is distributed free on request and covers many aspects of small business management. A quarterly news bulletin, *Small Business News*, is also distributed free to help small businesses keep in touch with business developments. Each office of the Bank has a library of useful publications on small business management that may be examined by business people.

Inquiries:

Any of FBDB's 90 offices across Canada (D.10) or
Federal Business Development Bank,
Box 6021, Montreal, H3C 3C3

B.500 GENERAL PROGRAMS

B.501

BANKRUPTCY

The Department of Consumer and Corporate Affairs licenses and supervises trustees, supervises proceedings and audits bankrupt and insolvent estates. It ensures that confidence in the credit system is not undermined through fraudulent practices and other abuses.

Inquiries:

Department of Consumer and Corporate Affairs,
Ottawa, K1A 0C9

B.502

BUSINESS STATISTICS

Statistics Canada is Canada's central statistical agency. Statistics collected from government, business and individuals range from national aggregates to small area data covering only a few blocks of a single municipality, and from broad economic studies to specific matters. They also include statistics on Canada's external trade. Data are published monthly, quarterly and annually, depending on the topic. A great deal of information is of direct use to individual firms in market studies and other types of business research.

The Statistics Canada Catalogue outlines all publications available and the procedure to follow in ordering any publications.

Statistics Canada can provide data keyed to an enquirer's specific business information needs as well as inform businesses on what information is available and how it can be best utilized.

Inquiries:

Statistics Canada, Ottawa, K1A 0T6

B.503

CANADA POST PUBLICATIONS AND BUSINESS SERVICES

Two Canada Post publications which are particularly helpful to business are:

— *Householder Figures for Letter Carrier Offices*

A total of 14 different booklets is produced, one for each Post Office District across Canada. The booklets are organized according to Forward Sortation Areas (the first three characters of the Postal Code). They contain the numbers of businesses and households served by each letter carrier route. The numbers of businesses and households served by general delivery, suburban services and rural routes attached to an urban office are also indicated.

These booklets are free and may be obtained at Canada Post District Offices or by writing to: Supervisor, Householder Data, Canada Post, Marketing, Ottawa, K1A 0B1.

— *Householder Figures for Non-Letter Carrier Offices*

This information is produced in two formats:

(1) By Electoral District

(2) By Forward Sortation Area (first three characters of the Postal Code)

Four separate booklets covering different geographical areas, are produced in each format. Each booklet contains statistics on the numbers of households and businesses served by each non-letter carrier and rural post office in the geographic area covered by the booklet.

Services

- *Postpak* - an economical mini-container system using mailbags or cartons to move goods at bulk rates.
- *Certified Mail* - a proof-of-delivery service for important letters, documents, or merchandise.
- *Telepost* - a combination of electronic transmission and local mail delivery by telephoning a local CNCP telegraph office. The cost of Telepost is less than that of a telegram.
- Marketing representatives are available to provide advice and guidance on all aspects of mailing.
- Information packages are available on how to prepare and package mail to obtain efficient postal service.

Inquiries:

Local Post Offices or Canada Post, Ottawa, K1A 0B1

B.504

COMPETITION

The administration of competition policy encourages the proper functioning of the market place. It focusses on private restrictions on the development of industry,

including secondary manufacture, resource and service industries. It provides remedies against cartelization, monopolization, and exclusionary or predatory practices like boycotts, selective price cutting, discrimination etc., and it provides remedies against the imposition on Canadian companies of restrictions originating in foreign laws or directives.

Cases under the criminal provisions of the Combines Investigation Act are referred to the Attorney General for prosecution in the courts. Under the civil provisions of the Act, cases are brought before the Restrictive Trade Practices Commission for adjudication. Remedies of various kinds can be obtained from the courts or the Commission. Persons injured by breaches of the Combines Investigation Act have the option of commencing private damage actions and seeking redress directly from the courts.

Inquiries:

Consumer and Corporate Affairs Canada, Ottawa,
K1A 0C9

B.505

COPYRIGHT AND INDUSTRIAL DESIGN

Copyright gives an author, composer or artist the exclusive right to reproduce the original literary, dramatic, musical or artistic work created. In Canada copyright takes effect automatically upon the creation of the original work and extends, in most cases, until 50 years after the death of the creator.

Industrial Design is an original artistic design or ornamentation applied to an article of manufacture. Registration of an industrial design with the Office gives the owner of the design the exclusive right to its use throughout Canada for a period of 5 years and is renewable once up to 5 years.

The Copyright and Industrial Designs Branch maintains a library of drawings of registered industrial designs and a register of copyrights filed in Canada.

Inquiries:

5107

Consumer and Corporate Affairs Canada, Ottawa,
K1A 0C9

B.506

HEALTH PROTECTION SERVICES

Health and Welfare Canada provides information to businesses on the requirements of the Food and Drug Act, the Narcotic Control Act, and the Proprietary or Patent

Medicine Act. Consultant services are available to large employers for the organization and operation of health services. Advice and laboratory services are provided to assist employers in assuring the health and safety of workers using X-ray and nuclear energy equipment. The department will also provide advice and consultation on the Canada Pension Plan.

Inquiries:

Health and Welfare Canada, Ottawa, K1A 0K9

B.507

INCORPORATION

Administration of the Canada Corporations Act and the Canada Business Corporations Act facilitates the incorporation of business enterprises at the federal level. In particular it enables the development of federal commercial institutions through the incorporation process and protects the interests of investors and creditors in the financial market. Incorporating documents and other instruments are issued.

Inquiries:

Consumer and Corporate Affairs Canada,
Ottawa, K1A 0C9

B.508

INVENTORS' ASSISTANCE

Canadian Patents and Development Limited (CPDL), a crown corporation, licenses commercial exploitation of inventions arising from publicly funded research and development; e.g. government departments, universities and public research institutions. Businesses and individual entrepreneurs may obtain rights to develop and produce inventions that have been assessed for patentability and commercial use.

CPDL funds the University of Waterloo *Inventors' Assistance Program* which provides scientific, engineering, business and market evaluations of inventions as well as recommendations for further development.

Inquiries:

Canadian Patents and Development Ltd.,
275 Slater St., Ottawa, K1A 0R3

B.509

METRIC CONVERSION

Conversion to the metric (SI) system in Canada is being implemented on a voluntary basis. Each sector of the economy carries out its own conversion program in conjunction with its suppliers and customers. The entire program is guided and coordinated by the Metric Commission.

The Commission provides a wide range of publications, audio-visual aids, symposia and technical information to assist individuals and businesses in conversion to the metric system. The Commission contributes to the costs of replacement or conversion of eligible workers tools and can provide information on special tax measures that apply to costs of conversion of tools, machines and measuring instruments.

Inquiries:

Metric Commission Canada, Ottawa, K1A 0H5

B.510

PAPERBURDEN

Businessmen can get advice on what to do about "red tape or confusing, duplicative or excessive paperwork". *The Office for the Reduction of Paperburden* can be reached at (613) 995-9197 (collect calls are accepted) for free information during normal business hours. No advice is given to the enquirer during this first telephone call but the Office ensures that responses are completed to all inquiries.

Inquiries:

Office for the Reduction of Paperburden, Ottawa,
K1A 0H5

B.511

PATENTS

The Patent Office administers the Patent Act which grants a 17-year exclusive right to an inventor to make, use and sell his or her invention in Canada. In return for this right, the inventor is required to make public a full description of the invention.

The Patent Office Library, which is open to the public, contains information on Canadian and foreign patents and international journals and bulletins. The Patent Office offers copies of patents for sale and publishes the weekly *Patent Office Record* (subscription \$26 per year) which gives brief technical descriptions of inventions patented in the previous week.

Inquiries:

Consumer and Corporate Affairs Canada, Ottawa, K1A 0C9

B.512

STANDARDIZATION

The *Standards Council of Canada* promotes voluntary standardization in fields related to the construction, manufacture, production, quality, performance and safety of buildings, structures, manufactured articles and products and other goods, and furthers international cooperation in the field of standards. It contributes to national and international organizations involved in standards formulation, testing and certification.

Inquiries:

Standards Council of Canada,
350 Sparks St., Ottawa, K1R 7S8

B.513

SURPLUS EQUIPMENT

The *Crown Assets Disposal Corporation* is the government's agent for the sale of equipment of all sorts that has been declared surplus to the requirements of departments and agencies. CADC assists small businesses desiring to purchase such equipment by providing low interest credit (prime rate plus 1%).

Inquiries:

Crown Assets Disposal Corporation,
Box 8451, Ottawa, K1G 3J8

B.514

FILM PRODUCTION TECHNICAL SERVICES

The *National Film Board* assists industry by:

- providing information on new technology
- introducing new techniques;
- lending equipment;
- supplying technical assistance and training services.

Inquiries:

National Film Board, Box 6100, Station "A",
Montreal, Quebec, H3C 3H5

B.515

TRADE MARKS

The Trade Marks Office administers the Trade Mark Act which gives an owner a renewable 15 year monopoly on use of a trademark applied to wares or services. The use of trademarks gives manufacturers and consumers the means to recognize the sources of objects or services offered for sale.

The Trade Mark Search Room, which is open to the public, maintains records of registered trade marks, pending and refused applications for registration, and Registered Users licensed by trade mark owners to use their marks. The branch publishes the weekly *Trade Mark Journal* (subscription \$25 per year) which summarizes accepted applications, trademarks registered and extended, office notices and other items.

Inquiries:

Consumer and Corporate Affairs Canada,
Ottawa, K1A 0C9

B.516

WEATHER INFORMATION SERVICES

The Atmospheric Environment Service provides current and predictive meteorological information for general use and special services to aviation, commercial and private marine activities, agriculture, and such industries as construction and transportation. It also provides special arctic weather services and information concerning ice in Canadian coastal and inland waters.

Inquiries:

Department of the Environment,
Ottawa, K1A 0E6

Annex C:

TAXATION MEASURES

INTRODUCTION

Canadian businesses are subject to income taxes, sales and excise taxes, and customs duties on imports. For each of these, the government has introduced various measures to assist individuals and corporations in particular circumstances. These are not tax “loopholes” for avoiding taxes otherwise payable; they are deliberate steps to ease tax burdens selectively and to encourage particular types of activities, including small business, research and development, manufacturing and processing among others.

This Annex highlights some of these major taxation incentives for business, both corporate and unincorporated. It is not a complete inventory of all measures which might reduce your taxes, and it does not provide a full technical description of their applicability. If you wish to know whether you qualify for these measures, you should enquire to Revenue Canada (Taxation, or Customs and Excise as appropriate) or consult your professional adviser if you have one. There are also several useful tax planning guides available in bookstores and libraries.

The list of measures which follows excludes various incentives which encourage individual Canadians to invest in Canadian business. Some of these, such as the 50% dividend tax credit, are very important contributors to an environment that is conducive to business expansion. Other such measures encourage investment in certain activities, such as multiple-unit residential buildings. The following listing also excludes a number of benefits to employees, such as tax deductibility of moving expenses, which can indirectly help businesses attract and retain their work force. And it does not include broad-based tax reductions which directly or indirectly aid business expansion and development.

INCENTIVES UNDER THE INCOME TAX ACT

The income tax system is a combination of legislation and regulations. To clarify certain technical points, Revenue Canada, Taxation publishes Interpretation Bulletins and Information Circulars. Furthermore, if you are unsure of whether a contemplated action might qualify, you can request a binding advance ruling.

C.100 **DIRECT INCENTIVES FOR BUSINESS EXPANSION**

This set of provisions is designed to stimulate or facilitate certain types of expenditure, particularly investment, by Canadian businesses. These measures are in addition to deductions for ordinary business expenses. This means, for example, that normal capital cost allowances are not included, though in general the taxation system's capital cost allowances permit a faster write-off than would be warranted by the useful life of physical assets. However, this section covers accelerated capital cost allowances which permit very fast or immediate write-off in specific circumstances.

This section describes the following:

- C.101 Investment Tax Credit
- C.102 Accelerated Capital Cost Allowances
- C.103 Tax Rate Reduction on Manufacturing and Processing Profits
- C.104 Research and Development Measures
- C.105 Small Business Deduction
- C.106 Employment Tax Credit
- C.107 Metric Conversion Cost Deduction
- C.108 Incentives for the Mining, Oil and Gas Industries

C.101

INVESTMENT TAX CREDIT

Applicable to: Corporations and individuals investing in "qualified" property; higher credits apply to R&D and investment in designated regions.

Description

This provision permits a deduction from federal tax in respect of the acquisition of qualified depreciable property to be used in manufacturing or processing, farming, fishing, logging, production of minerals, oil and gas or the storage of grain. The November 16, 1978 Budget proposed to extend the tax credit indefinitely past its current termination date of July 1980. It also proposed to increase the investment tax credit rate to 20% in the Atlantic region and the Gaspé, 10% in other designated regions (see page 87), and 7% elsewhere. Qualified property for purposes of a 7% tax credit would be expanded to include prescribed long-haul transportation equipment, such as railway assets, trucks, ships, aircraft and inter-city buses.

Special R&D Credits

The credit applicable to scientific research expenditures would also be increased by the November 16, 1978 Budget to 20% for research carried on in the Atlantic provinces and the Gaspé, and 10% for research carried on elsewhere in Canada. A new credit of 25% would apply for research by a Canadian-controlled private corporation which qualifies for the small business deduction (C.105) in the year the research expenditure is made.

These credits apply to both capital expenditures (machinery and equipment) and current expenditures (such as salaries of researchers).

Eligibility for the above credits is in the year in which the qualified expenditure is made, but the claim in a taxation year is limited to \$15,000 of federal tax otherwise payable, plus one-half of the federal tax in excess of \$15,000. Unused credit may be carried forward to reduce tax for up to five years.

C.102

ACCELERATED CAPITAL COST ALLOWANCES

Applicable to: Specified classes of assets, including machinery and equipment used in manufacturing or processing, certain vessels, and pollution control equipment.

Description

Capital Cost Allowance (CCA) provides taxpayers with the means by which they may deduct the capital cost of depreciable assets in determining their taxable income. The Income Tax Regulations describe the 35 classes of depreciable assets, and the rates at which they may be written off for tax purposes. To encourage taxpayers to invest in certain assets, there are accelerated write-offs with the provision that the asset be used in a specific activity. Accelerated CCA applies to numerous qualifying assets, some of which are restricted to a particular industry, and some of which are available to all taxpayers. Examples are:

(a) *Accelerated CCA—Machinery and Equipment used in Manufacturing or Processing*

The cost of machinery and equipment purchased after May 8, 1972 for use in manufacturing or processing goods for sale or lease in Canada may be written-off in two years.

Up to 50% of the original costs may be claimed as depreciation in the year the asset is acquired, and the balance may be claimed in any subsequent year.

If these provisions were not in effect, the CCA rates on these expenditures would in most instances be 20%, calculated on a declining balance basis.

(b) *Accelerated CCA for certain vessels:*

Costs of certain Canadian-built vessels qualify for a write-off of 33 1/3% on a straight-line basis. This results in a 3-year write-off period. The CCA rate for other vessels is 15% calculated on a declining balance basis.

(c) *Accelerated CCA for Pollution Control*

Capital expenditures incurred to control air and water pollution may be fully written-off over two years at 50% per year. Expenditures on both structures and machinery and equipment, as accepted by the Minister of the Environment, qualify for the fast write-off. The November 16, 1978 Budget proposed that this provision be extended indefinitely, beyond its current termination date of December 31, 1979.

If these provisions were not in effect, the CCA rates on these expenditures would range between 5% and 20% calculated on a declining balance basis.

Other accelerated write-offs are available for various items such as certain railway assets, aircraft, Canadian films, and certain energy conservation expenditures.

C.103

TAX REDUCTION ON MANUFACTURING AND PROCESSING PROFITS

Applicable to: Profits from corporate manufacturing and processing in Canada; special provision for small business.

Description

This provision reduces the federal corporate tax rate on Canadian manufacturing and processing profits from the general rate of 36% to 30%. For small businesses, the rate is reduced from the basic small business rate of 15% to 10% of manufacturing profits.

C.104

RESEARCH AND DEVELOPMENT MEASURES

Applicable to: Current expenditures and capital expenditures in Canada for R&D.

Description

Under the present income tax system 100% of such expenditures, whether current or capital, can be written off in the year they are made. Further, an additional deduction is available for 50% of the increase in R&D expenditures over the average level of the previous 3 years.

R&D also qualifies for the investment tax credit, and the November 16, 1978 Budget proposed to increase the credit, including higher rates for certain small business corporations and for R&D performed in designated regions (C.101).

C.105

SMALL BUSINESS DEDUCTIONS

Applicable to: Canadian-controlled private corporations.

Description

The main purpose of this measure is to provide additional funds for small business expansion. For Canadian- controlled private corporations, the small business deduction reduces the federal tax rate on eligible amounts of active business income earned in Canada from 36% to 15%. The amount of active business income eligible for the tax reduction in a year is \$150,000, provided that cumulative retained business income is less than \$750,000. Once this limit is reached, the small business can continue to qualify for the low rate by paying dividends to shareholders.

The November 16, 1978 Budget proposed to limit somewhat the application of this measure after 1980. It will continue to apply to those engaged in manufacturing, processing, mining, construction, farming, fishing, logging, transportation, and wholesale and retail trade. As well, virtually all service sector businesses will continue to qualify.

C.106

EMPLOYMENT TAX CREDIT

Applicable to: Employers providing specified employment; regional differentials in value of credit.

Description

This measure is a reduction in federal tax. Credits are available for employers who hire unemployed workers in addition to the firm's normal workforce. When the required conditions are met, credits are available at the hourly rates of \$2.00, \$1.75 or \$1.50; the higher rates are available in designated regions (see page 87). Credits are payable for up to 40 hours per week and up to twelve months of employment. Employment credits unused in a taxation year may be carried forward to reduce tax in the following 5 years. The program is administered by the Canada Employment and Immigration Commission.

C.107

METRIC CONVERSION COST DEDUCTION

Applicable to: All businesses

Description

Costs incurred by a taxpayer to convert a measuring instrument, a machine or tool to metric units are deductible from income in the year incurred, and need not be capitalized and written-off over a number of years.

INCENTIVES FOR THE MINING, OIL AND GAS INDUSTRIES

Applicable to: Businesses involved in exploration and development activities and in the production from mines and oil and gas wells.

Description

The taxation system provides several measures related to the particular requirements and characteristics of these industries. For purposes of discussion, they are split into four groups: exploration and development expense deductions; capital cost allowances; earned depletion; and other measures.

a) *Exploration and Development Expense Deductions*

These expenses relate to defined terms called Canadian Development Expenses (CDE) and Canadian Exploration Expenses (CEE). The provisions include:

- Immediate 100% write-off of CEE. The November 16, 1978 Budget proposed to raise the write-off of CDE from 30% to 100% for new mine development costs incurred after that date.
- Write-off against income of CEE by individuals or businesses whose principal business activity is not oil or gas drilling. In any year up to 100% of CEE may be written off. This provision is in effect until July 1979, but the November 16, 1978 Budget proposed to extend it until December 31, 1981. This measure encourages investments in drilling funds and other resource properties.
- The November 16, 1978 budget proposed to include the costs of recompletion of a producing oil or gas well in CDE, and proposed to make these costs eligible to earn depletion.

b) *Capital Cost Allowances*

- Advantageous capital cost allowance for various assets used in the oil, gas and mining industries.
- Increased Capital Cost Allowance rate on certain assets that are acquired before the start of commercial production (production in reasonable commercial quantities) at a new mine, or on assets acquired in the course of and principally for the purpose of a major expansion of an existing mine. These assets may be written off as fast as income from the mine permits, or at 30% per year if income is less than this. As a result of this provision, income taxes are not generally payable on new mine investments until the capital investment is recovered.
- To give taxpayers added flexibility, the November 16, 1978 Budget proposed that the costs of clearing and removing overburden at a mine site after the mine has commenced commercial production may be capitalized and written off at 100%, rather than being treated as expenses in the determination of income for tax purposes.

c) *Earned Depletion*

The income tax system provides for an additional deduction from income (earned depletion) of $33\frac{1}{3}\%$ of certain expenditures. The maximum deduction in a given year is 25% of resource profits. Qualifying expenditures include certain CEE, CDE and other specified assets. Qualified expenditures are thus eligible for $133\frac{1}{3}\%$ deduction, since they would also be fully written off as CDE, CEE or capital cost allowance.

In addition:

- Earned depletion of 50% of expenditures (rather than $33\frac{1}{3}\%$) is allowed for machinery, equipment and other facilities used in enhanced oil recovery. This depletion, and depletion earned in non-conventional oil projects, may be deducted up to 50% of total income, rather than 25% of resource profits.
- The November 16, 1978 Budget proposed that the capital cost of social assets and townsite facilities at new mines would earn depletion at a rate of $33\frac{1}{3}\%$ of expenditure.

d) *Other Measures*

— *Frontier Oil and Gas Exploration*

An additional $66\frac{2}{3}\%$ deduction for drilling costs in excess of \$5 million incurred in connection with an exploratory well located in Canada, including the continental shelf, and incurred after March 1977 and before April 1980. The total deduction for these drilling costs is thus 200% of actual expenditures (i.e. 100% basic deduction, plus $33\frac{1}{3}\%$ earned depletion allowance, plus $66\frac{2}{3}\%$ frontier exploration allowance). The deduction may be taken against income from any source.

— *Prospectors and Grubstakers*

May transfer a "mining property", under certain limitations, to a corporation in exchange for shares of that corporation free of any liability for tax at that time. The shares so received are deemed to have a nil cost, and any gain on the sale of these shares will be taxed as a capital gain when the shares are subsequently sold, rather than as ordinary income. If a prospector or grubstaker has incurred prospecting, exploration or development expenses, these amounts are included in his cumulative CEE pool and may be written off against income from all sources.

C.200 **BUSINESS COST AND FINANCING PROVISIONS**

The provisions described in this section pertain to business cost and financing problems, including the tax treatment of certain aspects of business reorganizations and transfers of shares in private corporations. The specific measures included are:

- C.201 Election to Capitalize Cost of Borrowed Money
- C.202 Business Investment Losses in Private Corporations
- C.203 Inventory Allowance
- C.204 Capital Gains Treatment for Stock Dividends
- C.205 Employee Stock Options
- C.206 Profit Sharing Plans
- C.207 Asset Replacements: Tax Free Rollover
- C.208 Corporate Reorganizations
- C.209 Intergenerational Transfer of Shares, Family Business Corporation
- C.210 Transfer of Farm Property to Children
- C.211 Block Averaging of Income for Farmers and Fishermen
- C.212 Cash Method of Reporting Income for Farmers and Fishermen
- C.213 Part IV—Tax on Portfolio Investments

C.201

ELECTION TO CAPITALIZE COST OF BORROWED MONEY

Applicable to: Borrowing costs and interest for depreciable property.

Description

Instead of deducting such items as borrowing costs and interest, the taxpayer may add them (or part) to the cost of depreciable property in respect of which the expenses were incurred. This is primarily advantageous when a business is in the start-up period and revenues are small or non-existent. Instead of adding to losses which may expire (under the loss carry-forward rules) before sufficient profits have been generated, such costs may be effectively deferred and later claimed as capital cost allowance. Similar provisions are available for taxpayers who incur exploration or development expenses or acquire a resource property.

C.202

BUSINESS INVESTMENT LOSSES IN PRIVATE CORPORATIONS

Applicable to: Shares or debt in Canadian-controlled private corporations.

Description

One half of capital losses on shares or debt of such corporations may be deducted against other income without limit. Normally capital losses cannot be deducted against other income by corporations, and can be deducted by individuals only up to \$2000 of other income each year.

C.203

INVENTORY ALLOWANCE

Applicable to: Inventories other than real estate.

Description

In order to recognize the effects of inflation on the measurement of income reported on financial statements, a taxpayer carrying on business (whether incorporated or not) may deduct an inventory allowance equal to 3% of the opening value of qualified inventories (goods for sale or to be used in producing goods for sale). This allowance is not available for land and houses held as business inventory by developers.

C.204

CAPITAL GAINS TREATMENT OF STOCK DIVIDENDS

Applicable to: Public corporations

Description

Dividends received by investors in the form of shares are not treated as income, taxable when received, but are treated as capital gains, taxable only when these shares are eventually sold.

C.205

EMPLOYEE STOCK OPTIONS

Applicable to: Canadian-controlled private corporations, in particular to small business.

Description

To aid Canadian-controlled private corporations in retaining key employees, remuneration paid to such employees as stock option benefits is no longer taxable as income

when received. Rather, one-half of the value of the benefit is taxed as capital gains when the employee eventually sells the shares. Persons who control or are related to persons who control the corporation are not eligible for this measure.

C.206

PROFIT SHARING PLANS

Applicable to: Employer/Employee Profit-Sharing

Description

In *deferred profit-sharing plans*, an employer contributes a portion of business profits to a trustee who holds and invests the contribution for the benefit of those employees who are members of the plan. No tax is payable by the trust on its annual profits from investing the funds. The employer's contributions are deductible (within limits) in computing the income from the business in the year in respect of which the contribution is made. The employee beneficiary is not taxed on contributions or earnings thereon until he actually receives an amount from the plan.

Under *employee profit-sharing plans*, amounts allocated by employers to the trust are deductible, and plan members pay tax each year on these amounts and trust income allocated to them.

C.207

ASSET REPLACEMENTS: TAX FREE ROLLOVER

Applicable to: Businesses, including farmers.

Description

Capital gain or recapture of capital cost allowance arising on the sale of certain eligible property may be deferred to the extent that the proceeds are re-invested within certain time limits in property acquired for the same or similar use as the former property, and in the same or similar business.

This provision facilitates the selling of old buildings and land in one location and replacing these with new land and buildings in a more suitable location with no immediate tax consequences.

CORPORATE REORGANIZATIONS

Applicable to: Corporate reorganizations and amalgamations

Description

In 1977, the rules relating to corporate reorganizations, windups, and the distribution of corporate surplus were simplified. Non-capital and net capital loss carry-forwards may flow through on the amalgamation of corporations or on the liquidation of one corporation into another. The amalgamation or liquidation of companies in a corporate group may now allow the transfer of losses from a "loss" company to a profitable company in the group. Similar provisions apply to investment tax credits and employment tax credits.

Transfer of Property to a Corporation

Taxpayers may transfer property (other than land inventory or resource property) to a corporation with no immediate tax effects. In particular, taxation of capital gains on most assets of an unincorporated business which are transferred to a corporation may be deferred until the shares received are sold.

INTERGENERATIONAL TRANSFER OF SHARES, FAMILY BUSINESS CORPORATION

Applicable to: Small Canadian-controlled private corporations which earn active business income (including farming).

Description

A tax-free rollover of up to \$200,000 of capital gains in the lifetime of an individual taxpayer is possible when certain shareholdings of family businesses are transferred from parents to children, grandchildren and great grandchildren. Tax that would otherwise have been payable in respect of the disposition is deferred until the descendant subsequently sells the property outside the family.

TRANSFER OF FARM PROPERTY TO CHILDREN

Applicable to: Family Farms

Description

To encourage the children of farmers to operate the family farm after the parent's death, special rules are provided under which a family farm may be passed from one generation to the next without immediate tax liability for accrued gains in its value. Similar rules apply for the transfer of shares of family farm corporations or an interest in a family farm partnership. In all cases tax on any accrued gains is postponed until the child disposes of the property outside the family.

C.211

BLOCK AVERAGING OF INCOME

Applicable to: Farmers and Fishermen

Description

As a protection against the effect of major income fluctuations, farmers and fishermen are permitted to average their income for tax purposes over a five-year span. As a result, the aggregate taxes paid for the five year period will be approximately equal to what they would have been if the incomes each year had been equal.

To be eligible for block averaging, the individual's chief source of income must be from farming or fishing.

C.212

CASH METHOD OF REPORTING INCOME

Applicable to: Farmers and Fishermen

Description

Income from farming may be computed according to the cash method. Under this method, income includes all amounts received that represent business income (including collection of receivables from previous years) and a deduction is permitted for amounts paid that were deductible expense amounts (including payables incurred in previous years and not paid until the current year). A claim may also be made for a deduction of other costs, such as capital cost allowance.

This simple method of accounting allows taxpayers added flexibility in the timing of reporting income and claiming deductions. For example, start-up expenses such as for establishing a new herd can be carried forward to later, more profitable, years.

PART IV — TAX ON PORTFOLIO INVESTMENTS

Applicable to: Inter-corporate dividends received by private corporations.

Description

To assist small business financing and joint ventures, the threshold for this tax was lowered. Previously private corporations who purchased equity in other corporations were assessed this tax on their dividends. It prevented tax sheltering of dividend income. The tax applied to any shareholding which represented less than 50% ownership. Currently the tax applies only to shareholdings of less than 10%, thus reducing tax on income of private corporations who take up portfolio positions in other companies.

C.300 CUSTOMS, SALES AND EXCISE TAXES

INTRODUCTION

There are circumstances where certain kinds of relief relating to customs duties, and sales and excise taxes, are made available to businessmen. Some of these are designed to facilitate Canadian international competitiveness, while others provide exemptions for selective types of production in Canada.

This section describes:

- C.301 Sales and Excise Tax Exemptions
- C.302 Reduced Sales Tax
- C.303 Duty-Free Entry of Imported Goods
- C.304 Remission of Duty and Associated Sales Taxes
- C.305 Machinery Program (MACH)
- C.306 Duty Drawback
- C.307 Temporary Tariff Items (Reductions)
- C.308 Countervailing Duty
- C.309 Anti-Dumping Duty
- C.310 Import Surtax
- C.311 Carnet Systems (ATA and ITR)

C.301

SALES AND EXCISE TAX EXEMPTIONS

Applicable to:

- a) Small Manufacturers/Producers
- b) Scientific Research and Development Expenditures
- c) Fishermen and Farmers
- d) Certain Transportation Equipment
- e) Energy Conservation Goods
- f) Certain Construction Equipment
- g) Commercial and Industrial Users of Gasoline.

This list does not include various other sales tax exemptions, such as exemptions for food stuffs and near foods, heating fuels and electricity, clothing and footwear, drugs and other health goods, printed books, magazines, newspapers and other printed matter.

Description

These exemptions are, respectively:

- a) Manufacturers or producers with less than \$50,000 of annual sales of goods

subject to federal sales and excise taxes are exempt from the payment of such taxes and from licensing. They are also exempt from sales tax on their production equipment. As unlicensed persons, they are also not required to maintain records specifically for sales and excise tax purposes.

- b) Scientific research equipment, materials and supplies purchased by manufacturers for use by them directly in the development of new products and processes are exempt from sales tax.
- c) Virtually all goods purchased by farmers and fishermen are exempted from federal sales tax.
- d) Transportation equipment including railway rolling stock, buses, larger trucks and trailers for carrying freight, large cargo containers, commercial aircraft and ships are exempt from federal sales tax.
- e) Various classes of equipment which contribute directly to the development of energy sources other than fossil fuels are exempted from federal sales tax. Examples are solar furnaces and water heaters. As well, thermal insulation materials having significant heat conserving properties for buildings, and insulation for pipes, ducts and tanks, are also exempt.
- f) Construction and demolition equipment valued in excess of \$1,000 per unit of equipment.
- g) Relief from the special excise tax on automotive gasoline is provided for industrial and commercial users, and for farmers and fishermen. This takes the form of either direct exemption or refunds of tax already paid.

C.302

REDUCED SALES TAX

Applicable to: Building Materials; Metric Conversion Equipment for Retail Scales

Description

a) *Building Materials*

A wide range of building materials are subject to a reduced tax rate of 5%, compared to the higher rates of 9% and 12% that would otherwise apply.

b) *Metric Conversion Equipment*

Retail scales having capacities up to 100 kg and purchased between April 1, 1977 and July 1, 1981 are taxed at 50% of the standard rate. Parts and kits for conversion of existing scales are exempt from federal sales tax until June 30, 1981 and, if imported, from customs duty.

Inquiries can be directed to:

Metric Commission
Ottawa, K1A 0H5

C.303

DUTY-FREE ENTRY OF IMPORTED GOODS

Applicable to: Importers of goods for specified uses.

Description

Under the Customs Tariff numerous imported goods are allowed entry to Canada duty free if they are used in the manufacture of specific commodities (e.g. logging equipment, X-ray apparatus). The benefits of this program are realized at time of entry or upon submission of end use certificates as required by regulation.

C.304

REMISSION OF DUTY AND ASSOCIATED SALES TAXES

Applicable to: Manufacturers (and to a lesser extent, individuals)

Description

Customs duties and associated sales taxes are remitted in certain circumstances. There are a number of standing or continuing remission orders which provide relief in special situations, such as partial remission on goods sent abroad for repair or further processing when such repair or processing cannot be done in Canada.

Remission is used occasionally as an interim measure until amendments can be made to the Customs Tariff. It is also used as an instrument of tariff policy to assist the export performance of certain companies and to support industrial rationalization or development. The remission authority is also used to meet short-term or non-recurring problems.

Requests for consideration under this program are submitted to the Tariffs Division, Department of Finance, Ottawa, K1A 0G5.

C.305

MACHINERY PROGRAM (MACH)

Applicable to: Imported Machinery and Related Equipment.

Description

MACH provides for the remission of duty on certain imported machinery and related equipment (under Tariff Items 42700-1, 42701-1, and 41100-1), for use in production

and in service industries, above a minimum of \$500 dutiable value. The amount of sales tax owing is also reduced via the reduced duty-paid value. For this program to apply, there must not be reasonably equivalent machinery available from production in Canada.

Applications are made to Revenue Canada, Customs and Excise for referral to the Machinery Board, which advises the Minister of Industry, Trade and Commerce if an application is eligible for remission.

C.306

DUTY DRAWBACK

Applicable to: Manufacturers' imports of parts and materials

Description

Drawback legislation refunds Customs duty and sales tax to help manufacturers compete with foreign manufacturers both abroad and at home. For Canadian exporters, it grants a drawback of duty and sales taxes paid on imported parts or materials used in the manufacture of goods subsequently exported. In the case of certain industries in Canada (e.g. aircraft, automobiles and selected other secondary manufacturers), the costs of specified plant equipment or key materials are also reduced. Other areas where Drawbacks are payable include: ships stores, joint Canada-U.S. projects, and imported goods destroyed in Canada.

For reimbursement of duties and taxes under this program, claims are submitted to Revenue Canada Customs and Excise within stipulated time frames and following the specific regulations of the Department.

C.307

TEMPORARY TARIFF ITEMS (REDUCTIONS)

Applicable to: Imports of certain manufacturers' materials, chemicals and plastics.

Description

Temporary tariff items may be introduced to provide temporary reductions, usually for one year, but renewed more or less automatically unless a review conducted indicates they are no longer needed. Applications for temporary tariff reductions are usually made in respect of goods which are not available from Canadian production.

There is also authority to reduce, remove or restore duties on most chemicals and plastics. This authority is frequently used in dealing with requests for lower duties or

free entry, even if the product in question is not used as a material in a manufacturing operation.

Enquiries should be directed to the Tariffs Division, Department of Finance, Ottawa, K1A 0G5.

C.308

COUNTERVAILING DUTY

Applicable to: Subsidized imported goods of a class or kind made or produced in Canada.

Description

Canadian producers who feel they are being materially injured by subsidized imported goods may apply for the imposition of a ‘‘countervailing duty’’. This takes the form of a surcharge on the imports, on a per unit basis, over and above regular duties.

Goods which are being subsidized are those for which a foreign government or agency has paid a subsidy for the production, manufacturing, processing, purchasing, selling, exporting or importing of those goods.

Countervailing duty cannot be imposed unless three major factors are established: a) imports to Canada are benefiting from foreign subsidies; b) the subsidized imports are causing or threatening to cause material injury to an established industry; and c) the subsidized goods are of a class or kind made or produced in Canada.

A written complaint must be made to the Deputy Minister of National Revenue, Customs and Excise, by or on behalf of a major proportion of the Canadian producers, detailing the alleged subsidies and subsidized imports. If the subsequent investigation process proves material injury, a countervailing duty may be imposed, but only for as long as the subsidization and injury continue.

C.309

ANTI-DUMPING DUTY

Applicable to: Canadian producers facing material injury from the dumping of foreign imports in Canada.

Description

The Anti-dumping program provides protection to Canadian producers when the dumping of foreign goods causes or threatens material injury to an established industry, or materially retards the establishment of a new industry. Dumped goods are those

which are sold in an external market at prices lower than the prices at which the goods are sold in the domestic market of the exporter.

Dumping may not be offset by anti-dumping duty unless imports, sold at dumped prices, materially injure domestic producers of like goods. Material injury may be demonstrated by factors such as loss of sales, loss of market share, and depressed prices.

Following investigation by National Revenue, Customs and Excise, a provisional anti-dumping duty may be levied and the case is referred to the Anti-Dumping Tribunal. After public hearings and investigation, a final determination of dumping is made and an anti-dumping duty, to compensate for the margin of dumping, is imposed.

Canadian producers who feel they are being materially harmed by dumped imports should file a written complaint to:

Deputy Minister
Revenue Canada, Customs and Excise
Ottawa, K1A 0L5

C.310

IMPORT SURTAX

Applicable to: Canadian industries facing serious injury from competitive imports.

Description

The surtax program provides protection to Canadian industries where goods imported into Canada cause or threaten serious injury to Canadian producers of competitive goods. The Governor-in-Council may order that the imported goods be subject to a surtax in an amount sufficient to prevent further injury to Canadian producers, normally for a period of 180 days (this limit may be extended by Parliament). The surtax is additional to any other duties established.

The recommendation to order goods subject to surtax is made by the Minister of Finance, with advice from other Departments. Once goods have been made subject to surtax, Revenue Canada ensures the proper enforcement of the order at ports of entry and reports on its effectiveness in reducing the volume of imports.

C.311

CARNET SYSTEMS (ATA AND ITR)

Applicable to: Temporary importing of Canadian goods to other countries, either to final destination or en route to same.

Description

The A.T.A. (Admission Temporaire-Temporary Admission) Carnet is an internationally recognized customs document which is used by business and industry to facilitate the importation of goods, such as commercial samples, into the territories of other contracting parties. It is designed to assist businessmen as it permits them to:

- 1) make customs arrangements in advance for trips to other countries;
- 2) make those arrangements quickly and at a predetermined cost prior to departure from Canada;
- 3) use a single carnet for goods which will pass through the customs of several countries; and
- 4) use a single carnet for several business trips during the course of the one year validity period.

The T.I.R. (Transit International Routier—International Highway Transit) Carnet is another internationally-known customs document which is designed to facilitate the transborder movement of goods in sealed, approved road vehicles or containers, from a country of export to a country of destination, either directly or through one or more intermediate member countries.

A carnet eliminates the necessity of regular Customs inspection and re-sealing of loads in each of the member countries through which the container or vehicle passes en route to its destination. In addition, the carnet incorporates an international financial guarantee for the payment of duties, taxes, other charges and penalties to a maximum of \$50,000, which removes the necessity of posting performance bonds with the various Customs administrations transited during the journey.

Carnets are generally sold and administered by the Chamber of Commerce in each of the contracting countries. Businessmen in Canada should contact:

Carnet Canada
Canadian Chamber of Commerce
1080 Beaver Hall Hill
Montreal, Quebec

Annex D:

ADDRESSES AND TELEPHONE NUMBERS

- D. 1 Canada Employment and Immigration Commission Regional Offices
- D. 2 Department of Industry, Trade and Commerce Regional Offices
- D. 3 Department of Regional Economic Expansion Regional Offices
- D. 4 Revenue Canada—Taxation Regional Offices
- D. 5 Centres of Advanced Technology
- D. 6 Management Improvement
- D. 7 Industrial Research Associations
- D. 8 Industrial Research Institutes
- D. 9 Export Development Corporation Offices
- D.10 Federal Business Development Bank Offices
- D.11 Department of Supply and Services Regional Offices
- D.12 Provincial and Territorial Departments of Economic Development
or Equivalents

D.1 CANADA EMPLOYMENT AND IMMIGRATION COMMISSION REGIONAL OFFICES

BRITISH COLUMBIA AND

YUKON TERRITORY

Royal Centre,
1055 West Georgia Street,
Vancouver, B.C.
V6E 2P8
Telephone: (604) 666-2282

ALBERTA & N.W.T. REGION

Room 610, Manulife Bldg.,
10055—106 Street,
Edmonton, Alberta
T5J 2Y2
Telephone: (403) 425-4582

SASKATCHEWAN REGION

Financial Building,
2101 Searth Street, Room 800,
Regina, Saskatchewan
S4P 2H9
Telephone: (306) 569-6255

MANITOBA REGION

Grain Exchange Building,
167 Lombard Avenue, Room 190,
Winnipeg, Manitoba
R3B 0T6
Telephone: (204) 985-2231

ONTARIO REGION

4900 Yonge Street, Suite 700
Willowdale, Ontario
M2N 6A8
Telephone: 224-4500/4501

QUEBEC REGION

1441 rue St-Urbain, 9e étage
Montréal, Québec
H2X 2M9
Telephone: (514) 283-3964

NEW BRUNSWICK REGION

1075 Main Street,
Moncton, N.B.
EIC 1H2
Telephone: (506) 455-9630
Fredericton: 454-6794

NOVA SCOTIA REGION

Royal Bank Building,
6161 George Street,
Halifax, N.S.
B3J 3B7
Telephone: (902) 426-2988

PRINCE EDWARD ISLAND REGION

411 University Avenue,
Charlottetown, P.E.I.
CIA 4N7
Telephone: (902) 892-9104

NEWFOUNDLAND REGION

McMurdo Building,
210 Water Street,
St. John's, Newfoundland
A1C 5N8
Telephone: (709) 737-5331

NATIONAL HEADQUARTERS

305 Rideau Street
Ottawa, Ontario
K1A 0J9
Telephone: (613) 995-2431

D.2 DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE REGIONAL OFFICES

NEWFOUNDLAND

Newfoundland Region
210 Water Street
St. John's, Newfoundland
A1C 1A9

NOVA SCOTIA

Nova Scotia Region
Suite 1124, Duke tower
5251 Duke Street,
Scotia Square
Halifax, Nova Scotia
B3J 1N9

PRINCE EDWARD ISLAND

Prince Edward Island Region
P.O. Box 2289
Dominion Building, 97 Queen St.
Charlottetown, Prince Edward
Island
C1A 8C1

NEW BRUNSWICK

New Brunswick Region
Suite 642, 440 King Street
Fredericton, New Brunswick
E3B 5H8

QUÉBEC

Québec Region
Room 2124, Place Victoria
P.O. Box 257, Tour de la Bourse
Montréal, Québec
H4Z 1J5
Québec City Office
Suite 620, 2 Place Québec
Québec, Québec
G1R 2B5

ONTARIO

Ontario Region
Commerce Court West, 51st Floor
P.O. Box 325
Toronto, Ontario
M5L 1G1

MANITOBA

Manitoba Region
Suite 1104, Royal Bank Building
220 Portage Avenue
Winnipeg, Manitoba
R3C 0A5

SASKATCHEWAN

Saskatchewan Region
Room 980, 2002 Victoria Avenue
Regina, Saskatchewan
S4P 0R7

ALBERTA AND NORTHWEST TERRITORIES

**Alberta and Northwest Territories
Region**
500 Macdonald Place
9939 Jasper Avenue
Edmonton, Alberta
T5J 2W8

BRITISH COLUMBIA AND YUKON

British Columbia and Yukon Region
P.O. Box 49178, Suite 2743
Bentall Centre, Tower III
595 Burrard Street
Vancouver, British Columbia
V7X 1K8

NATIONAL HEADQUARTERS

235 Queen Street
Ottawa, Ontario
K1A 0H5
Telephone: (613) 995-5771
or Zenith 03200

D.3 DEPARTMENT OF REGIONAL ECONOMIC EXPANSION REGIONAL AND PROVINCIAL OFFICES

ATLANTIC REGION

Regional Office

11th Floor
Assumption Building
770 Main Street
Moncton, New Brunswick
EIC 8P9

Provincial Offices:

Newfoundland:

Ashley Building
P.O. Box 8950
St. John's, Newfoundland
A1B 3R9

New Brunswick:

Armstrong Building
590 Brunswick Street
Fredericton, New Brunswick
E3B 5A6

Prince Edward Island:

Dominion Building
97 Queen Street
P.O. Box 1115
Charlottetown, PEI
C1A 7M8

Nova Scotia:

Centennial Building
4th Floor
1660 Hollis Street
Halifax, Nova Scotia
B3J 1V7

Branch Office:

Keystone Place
270 Douglas Avenue
Bathurst, New Brunswick
E2A 3Z6

QUEBEC REGION

Regional Office

Room 4328
Stock Exchange Tower
800 Place Victoria
P.O. Box 247
Montréal, Québec
H4Z 1E8

Provincial Office

Claridge Building
Suite 820
220 est Grande Allée
Québec, Québec
G1R 2J1

ONTARIO REGION

Regional Office

5th Floor
Niagara Building
1300 Yonge Street
Toronto, Ontario
M4T 1X3

Provincial Office

Court Holding Building
233 Court Street South
Thunder Bay, Ontario
P7B 2X9

WESTERN REGION

Regional Office

814 Bessborough Tower
601 Spadina Crescent
Saskatoon, Saskatchewan
S7K 3G8

Provincial Offices:

Manitoba:

400-2 Lakeview Square
185 Carleton Street
P.O. Box 981
Winnipeg, Manitoba
R3C 2V2

Alberta:

Financial Building
10621—100th Avenue
Edmonton, Alberta
T5J 0B3

Saskatchewan:

204 Towne Square Building
1919 Rose Street
Regina, Saskatchewan

British Columbia:

Bank of Commerce Building
1175 Douglas Street
Victoria, British Columbia
V8W 2E1

NORTHWEST TERRITORIES

10th Floor,
Precambrian Building
P.O. Box 6100
Yellowknife, N.W.T.
X1A 1C0

NATIONAL HEADQUARTERS

200 Principale Street,
Hull, Québec,
K1A 0M4
(613)997-6529

D. 4 REVENUE CANADA-TAXATION—DISTRICT TAXATION OFFICES

NEWFOUNDLAND

Sir Humphrey Gilbert Bldg.
165 Duckworth Street
St. John's, Nfld.
Telephone: 737-5050

PRINCE EDWARD ISLAND

Dominion Bldg.
97 Queen Street
P.O. Box 141
Charlottetown, P.E.I.
Telephone: 894-5556

NOVA SCOTIA

Ralston Bldg.
1557 Hollis Street
Halifax, N.S.
B3J 2T5
Telephone: 426-2210
Federal Bldg.
Dorchester Street
P.O. Box 1300
Sydney, N.S.
B1P 6K3
Telephone: 539-2150

NEW BRUNSWICK

65 Canterbury Street
Saint John, N.B.
E2L 4H9
Telephone: 658-4600

QUEBEC

165 Dorchester St. S.
Quebec, P.Q.
G1K 7L3
Telephone: 694-3180
50 Couture Street
Sherbrooke, P.Q.
J1H 5L8
Telephone: 565-4888
National Revenue Bldg.
305 Dorchester Blvd. W.
Montreal, P.Q.
H2Z 1A6
Telephone: 283-5300
11 Terminus St. E.
Rouyn, P.Q.
J9X 3B5
Telephone: 764-5171

ONTARIO

Century Bldg.
360 Lisgar Street
Ottawa, Ontario
K1A 0L9
Telephone: 996-8340
385 Princess Street
Kingston, Ontario
K7L 1C1
Telephone: 542-2831
New Federal Bldg.
11 Station Street
Belleville, Ontario
M5C 1J7
Telephone: 962-8611
Mackenzie Bldg.
36 Adelaide St. E.
Toronto, Ontario
M5C 1J7
Telephone: 869-1500
National Revenue Bldg.
166 Frederick Street
Kitchener, Ontario
N2H 2M4
Telephone: 579-6060
National Revenue Bldg.
150 Main St. W.
Hamilton, Ont.
L8N 3E1
Telephone: 522-8671
Federal Bldg.
32-46 Church Street
St. Catharines, Ont.
L2R 3B9
Telephone: 688-4000
451 Talbot Street
London, Ontario
N6A 5E5
Telephone: 679-4211
185 Ouellette Avenue
Windsor, Ontario
N9A 5S8
Telephone: 252-3611
Federal Bldg.
19 Lisgar St.
Sudbury, Ontario
P3E 3L5
Revenue Bldg.
201 North May Street
Thunder Bay, Ontario
P7C 3P7
Telephone: 623-2751

MANITOBA

Revenue Bldg.
391 York Avenue
Winnipeg, Manitoba
Telephone: 949-6350

SASKATCHEWAN

1955 Smith Street
Regina, Sask.
S4P 2N9
Telephone: 569-6015
Canadian Imperial Bank of
Commerce Bldg.
201- 21st St. East
Saskatoon, Sask.
S7K 0A8
Telephone: 665-4595

ALBERTA

Government of Canada Bldg.
220—4th Avenue S.E.
Calgary, Alta.
T2G 4X3
Telephone: 231-4101
Federal Public Bldg.
9820—107th Street
Edmonton, Alta.
T5K 1E8
Telephone: 425-3510

BRITISH COLUMBIA

Federal Bldg.
277 Winnipeg St.
Penticton, B.C.
V2A 1N6
Telephone: 493-3616
1166 West Pender St.
Vancouver, B.C.
V6E 3H8
Telephone: 689-5411
1415 Vancouver St.
Victoria, B.C.
V8V 3W4
Telephone: 386-2176

NATIONAL HEADQUARTERS

875 Heron Road
Ottawa, Ontario,
K1A 0L8

Note: The Department does not advise the public on how to plan to obtain advantages from tax measures, but it will advise on whether a tax measure is applicable in a particular case.

D.5 CENTRES OF ADVANCED TECHNOLOGY (See Annex B.202)

Centre for Powder Metallurgy

Ontario Research Foundation

Sheridan Park

Mississauga, Ontario

L5K 1B3

Telephone: (416)822-4111

Canadian Institute of Metalworking

McMaster University

Hamilton, Ontario

L8S 4K1

Telephone: (416)525-9140

Centre for Ocean Engineering

B.C. Research

3650 Westbrook Mall

Vancouver, B.C.

V6S 2L2

Telephone: (604)224-4331

Centre for Ocean Technology

Nova Scotia Research Foundation

100 Fenwick Street, Box 790

Dartmouth, N.S.

B2Y 3Z7

Telephone: (902)424-8670

Biomedical Instrumentation

Development Unit

Rosebrugh Building

University of Toronto

Toronto, Ontario

M5S 1A4

Telephone: (416)978-6666

Systems Analysis, Control and Design Activity (SACDA)

University of Western Ontario

London, Ontario

N6A 5B9

Telephone: (519)679-6570

Centre de technologie de l'environnement

Université de Sherbrooke

Sherbrooke, Québec

J1K 2R1

Telephone: (819)565-4423

Canadian Food Products Development Centre

Manitoba Research Council

210-No. 1 Lakeview Square

155 Carlton Street

Winnipeg, Manitoba

Telephone: (204)944-2040

Systems Building Centre

University of Toronto

35 St. George Street

Toronto, Ontario

M5S 1A4

Telephone: (416)928-8653

D.6 MANAGEMENT IMPROVEMENT (See Annex B.407)

CENTRES FOR INTERNATIONAL BUSINESS STUDIES

Division of International Business Studies

University of British Columbia
Vancouver, B.C.
Telephone: (604)228-2646

Centre for International Business Studies

University of Western Ontario
London, Ontario.
Telephone: (519)679-2970

Centre d'étude en Administration Internationale

Ecole des Hautes Etudes Commerciales
5255, avenue Decelles
Montréal, Québec
H3T 1V6
Telephone (514)343-4520

Centre for International Business Studies

Dalhousie University
Halifax, Nova Scotia
B3H 4H6
Telephone: (902) 424-3502

UNIVERSITY STUDIES IN INTERNATIONAL BUSINESS

Faculty of Business Administration & Commerce

The University of Alberta
Edmonton, Alberta
T6G 2G1
Telephone: (403) 432-3901

Faculté des Sciences de l'Administration

Université Laval
Cité Universitaire
Ste-Foy, Québec 10e (Québec)
Telephone: (418) 656-2216

D.7 INDUSTRIAL RESEARCH ASSOCIATIONS

(See Annex B.202)

Canadian Welding Development Institute

391 Burnhamthorpe Road East
Oakville, Ontario
L6J 4Z2
Telephone: (416) 845-9881

Canadian Gas Research Institute

55 Scarsdale road
Don Mills, Ontario
M3B 2R3
Telephone (416)447-6465

Sulphur Development Institute of Canada

Suite 830
Bow Valley Square
202 6th Avenue, S.W.
Calgary, Alberta
T2P 2R9
Telephone (403)265-4220

D.8 INDUSTRIAL RESEARCH INSTITUTES (See Annex B.202)

Industrial Research Institute,

University of Windsor
Windsor, Ontario
N9B 3P4
Telephone: (519)253-8862

Ryerson Applied Research Ltd.

380 Victoria Street
Toronto, Ontario
M5B 1W7
Telephone: (416)595-5033

Atlantic Industrial Research Institute

N.S. Technical College
Halifax, Nova Scotia
B3J 2X4
Telephone: (902)429-8300

Centre de Recherches en Sciences

Appliquées à l'Alimentation

L'Université du Québec à Montréal
Montréal, Québec
H3C 3P8
Telephone: (514)282-6954

Le Centre de Développement

Technologique

2500 Avenue Marie-Guyard
Montréal, Québec
H3C 3A7
Telephone: (514)344-4720

Centre for Applied Research and Engineering Design Inc.

McMaster University
Hamilton, Ontario
L8S 4K1
Telephone: (416)522-9140

Office of Industrial Research

University of Manitoba
Winnipeg, Manitoba
R3T 2N2
Telephone: (204)474-9463

Waterloo Research Institute

University of Waterloo
Waterloo, Ontario
N2L 3G1
Telephone: (519)885-1211

Office of Industrial Research

McGill University
853 Sherbrooke St. W.
Montreal, Quebec
H3A 2T6
Telephone: (514)392-4963

D.9 EXPORT DEVELOPMENT CORPORATION OFFICES

HEAD OFFICE

110 O'Connor Street, Ottawa, Ont.

Mail Address:

Box 655, Ottawa, Canada K1P 5T9

Tel: (613) 237-2570

Telex: 053-4136

Facsimile: (613) 237-2690

EASTERN REGION

Suite 2724,

800 Victoria Square

P.O. Box 124

Tour de la Bourse Postal Station

Montreal, Quebec H4Z 1C3

Tel: (514) 878-1881

Telex: 05-25618

Facsimile: (514) 876-2840

ONTARIO REGION

Suite 2600

P.O. Box 64

One First Canadian Place

Toronto, Ontario M5X 1B1

Tel: (416) 364-0136

(toll free from Belleville,

Kingston, London, Kitchener-

Waterloo, and Windsor

-call operator and ask for

Zenith 85920)

Telex: 06-22166

Facsimile

(416) 360-8443

ATLANTIC REGION

Suite 1401, Toronto-Dominion
Bank Bldg.

1791 Barrington Street

Halifax, Nova Scotia B3J 3L1

Tel: (902) 429-0426

(toll free from St. John's, Nfld.,

St. John, N.B., Sydney, N.S.,

Charlottetown P.E.I., Fredericton, N.B.,

and Moncton, N.B.—call operator

and ask for Zenith 02300.

Telex: 019-21502

WESTERN REGION

Suite 1030

One Bental Centre

505 Burrard Street

Vancouver, British Columbia

V7X 1M5

Tel: (604) 688-8658

(toll free from Winnipeg,

Regina, Saskatoon, Edmonton,

Calgary, Victoria—call operator

and ask for Zenith 08659)

Facsimile: (604) 241-1905

D.10 FEDERAL BUSINESS DEVELOPMENT BANK OFFICES

ATLANTIC REGIONAL OFFICE:

1400, Cogswell Tower
Scotia Square
Halifax, Nova Scotia
B3J 2Z7

Branch Offices

ST. JOHN'S

Beothuck Building
Crosbie Place
St. John's, Newfoundland
A1B 3T2

CORNER BROOK

Herald Tower
4 Herald Avenue
Corner Brook, Newfoundland
A2H 6G7

HALIFAX

710, Cogswell Tower
Scotia Square
Halifax, Nova Scotia
B3J 3K1

SYDNEY

48-50 Dorchester Street
Sydney, Nova Scotia
B1P 6H7

TRURO

CN Commercial Centre
34 Esplanade Street
Truro, Nova Scotia
B2N 5N2

SAINT JOHN

75 Prince William Street
Saint John, New Brunswick
E2L 4S6

FREDERICTON

Kings Place Complex
440 King Street, Suite 649
Fredericton, New Brunswick
E3B 4Y3

MONCTON

860 Main Street
Moncton, New Brunswick
E1C 1G2

CHARLOTTETOWN

137 Kent Street
Charlottetown, P.E.I.
C1A 7L1

QUEBEC REGIONAL OFFICE:

800 Victoria Square, Suite 4600
Montréal, Quebec
H4Z 1C8

Branch Offices

SEPT-ÎLES

690 boulevard Laure, Suite 152
Sept-Îles, Quebec
G4R 1X9

RIMOUSKI

320 est, rue Saint-Germain
Rimouski, Quebec
G5L 1C2

CHICOUTIMI

475 rue des Champs Elysées
Chicoutimi, Quebec
G7H 5V7

QUÉBEC

925, Chemin Saint-Louis
Québec, Québec
G1S 1C1

LEVIS

113 ouest, rue Saint-Georges
Levis, Québec
G6V 4L2

TROIS-RIVIÈRES

1410, rue des Cyprès
Trois-Rivières, Québec
G9A 5J3

DRUMMONDVILLE

228, rue Hériot
Drummondville, Québec
J2C 1K1

SHERBROOKE

2532 ouest, rue King
Sherbrooke, Québec
J1J 2E8

GRANBY

161, rue Principale
Granby, Québec
J2G 2V5

VALLEYFIELD

85, rue Champlain
Valleyfield, Québec
J6T 1W4

LA SALLE

1550, avenue Dollard
Ville La Salle, Québec
H8N 1T6

VILLE DE LAVAL

2525, boulevard Daniel-Johnson
Chomedey, Laval, Québec
H7T 1S9

MONTREAL

800 Victoria Square, Suite 1008
Montréal, Québec
H4Z 1C8
Place Frontenac
2600 est, rue Ontario, Suite 205
Montréal, Québec
H2K 4K4

SAINT-LAURENT

750, boulevard Laurentien
Saint-Laurent, Québec
H4M 2M4

SAINT-LÉONARD

5960 est, rue Jean Talon
Saint-Léonard, Québec
H1S 1M2

SAINT-JÉRÔME

Galeries des Laurentides
Saint-Antoine des
Laurentides, Québec
J7Z 5V3

ROUYN-NORANDA

147, avenue Mercier
Rouyn, Québec
J9X 4X4

LONGUEUIL

1000 de Serigny
Longueuil, Québec
J4K 5B1

HULL

400, boulevard Alexandre Taché
Hull, Québec
J9A 1M5

ONTARIO REGIONAL OFFICE

250 University Avenue
Toronto, Ontario
M5H 3E5

Branch Offices**OTTAWA**

151 Sparks Street
Ottawa, Ontario
K1P 5E3

KINGSTON

16 Bath Road
Kingston, Ontario
K7L 4V8

OSHAWA

22 King Street West
Oshawa, Ontario
L1H 7N2

TORONTO

204 Richmond Street West
Toronto, Ontario
M5V 1V6

ETOBICOKE

Valhalla Executive Centre
304 The East Mall
Islington, Ontario
M9A 4X4

SCARBOROUGH

2978 Eglinton Avenue East
Scarborough, Ontario
M1K 5C8

TORONTO-NORTH

4430 Bathurst Street
Downsview, Ontario
M3H 3S3

BARRIE

70 Collier Street
Barrie, Ontario
L4M 4Y6

OAKVILLE

345 Lakeshore Road East
Oakville, Ontario
L6J 5E9

HAMILTON

8 Main Street East
Hamilton, Ontario
L8N 1E8

PETERBOROUGH

340 George Street North
Peterborough, Ontario
K9J 7H6

LONDON

197 York Street, Suite 100
London, Ontario
N6A 1B2

WOODSTOCK

430 Dundas Street
Woodstock, Ontario
N4S 1C1

STRATFORD

1036 Ontario Street
Stratford, Ontario
N5A 6Z3

CHATHAM

59 Adelaide Street South
Chatham, Ontario
N7M 5L1

WINDSOR

500 Ouellette Avenue
Windsor, Ontario
N9A 1B3

ST.CATHARINES

71 King Street
St. Catharines, Ontario
L2R 3J5

KITCHENER-WATERLOO

305 King Street West
Kitchener, Ontario
N2G 3Y9

OWEN SOUND

1139 Second Avenue East
Owen Sound, Ontario
N4K 5P3

NORTH BAY

205 Main Street East
North Bay, Ontario
P1B 8K2

SUDBURY

96 Larch Street
Sudbury, Ontario
P3E 4S1

TIMMINS

83 Algonquin Boulevard West
Timmins, Ontario
P4N 7J5

SAULT STE. MARIE

452 Albert Street East
Sault Ste. Marie, Ontario
P6A 2J8

THUNDER BAY

106 Centennial Square
Thunder Bay, Ontario
P7C 4X7

KENORA

20 Main Street South
Kenora, Ontario
P9N 3X3

**PRAIRIE AND NORTHERN REGIONAL
OFFICE**

161 Portage Avenue
Winnipeg, Manitoba
R3B 0Y4

Branch Offices**WINNIPEG**

386 Broadway
Winnipeg, Manitoba
R3C 3R6

ST. BONIFACE

851 Lagimodiere Boulevard
Winnipeg, Manitoba
R2J 3K4

BRANDON

136—11th Street
Brandon, Manitoba
R7A 5Y6

REGINA

2220—12th Avenue
Regina, Saskatchewan
S4P 0M8

SASKATOON

1102 CN Towers
Midtown Plaza
Saskatoon, Saskatchewan
S7K 1J5

PRINCE ALBERT

1100—1st Avenue East
Prince Albert, Saskatchewan
S6V 5R8

LETHBRIDGE

740-4th Avenue South
Lethbridge, Alberta
T1J 0N9

CALGARY

404 Sixth Avenue Southwest
Calgary, Alberta
T2P 0R9

CALGARY SOUTH

5940 Macleod Trail Southwest
Calgary, Alberta
T2H 2G4

RED DEER

4919-59th Street
Red Deer, Alberta
T4N 6C9

EDMONTON

1800 Century Place
9803-102A Avenue
Edmonton, Alberta
T5J 3A3

EDMONTON SOUTH

11044-51st Avenue
Edmonton, Alberta
T6H 5B4

EDMONTON WEST

11574-149th Street
Edmonton, Alberta
T5M 1W7

YELLOWKNIFE

5010-50th Avenue
Yellowknife, N.W.T.

GRANDE PRAIRIE

10135-101st Avenue
Grande Prairie, Alberta
T8V 3A1

WHITEHORSE

Travelodge
Commercial Mall
Whitehorse, Yukon Territory

BRITISH COLUMBIA**REGIONAL OFFICE:**

900 West Hastings Street
Vancouver, British Columbia
V6C 1E7

Branch Offices**CRANBROOK**

30 South 11th Avenue
Cranbrook, British Columbia
V1C 2P1

KELOWNA

260 Harvey Avenue
Kelowna, British Columbia
V1Y 7S5

KAMLOOPS

235 First Avenue
Kamloops, British Columbia
V2C 3J4

PRINCE GEORGE

299 Victoria Street, Suite 301
Prince George, British Columbia
V2L 5B8

TERRACE

4548 Lakelse Avenue
Terrace, British Columbia
V8G 1P8

CHILLIWACK

Kamar Plaza
45850 Yale Road West
Chilliwack, British Columbia
V2P 2N9

ABBOTSFORD

2467 Pauline Street
Abbotsford, British Columbia
V2S 3S1

LANGLEY

20136-56th Avenue, Room 101
Langley, British Columbia
V3A 3Y7

VERNON

3303-30th Street
Vernon, British Columbia
V1T 5E4

WILLIAMS LAKE

30A-3rd Avenue North
Williams Lake, British Columbia
V2G 2A2

NEW WESTMINSTER

227-6th Street
New Westminster, British Columbia
V3L 3A5

BURNABY

4240 Manor Street
Burnaby, British Columbia
V5G 3X5

RICHMOND

375 Shell Road
Richmond, British Columbia
V6X 2W2

VANCOUVER

885 Dunsmuir Street
Vancouver, British Columbia
V6C 1N7

NORTH VANCOUVER

145 West 15th Street
North Vancouver, British Columbia
V7M 1R9

VANCOUVER EAST

3369 Fraser Street
Vancouver, British Columbia
V5V 4C2

NANAIMO

190 Wallace Street
Nanaimo, British Columbia
V9R 5B1

CAMPBELL RIVER

906 Island Highway
Campbell River, British Columbia
V9W 2C3

VICTORIA

990 Fort Street
Victoria, British Columbia
V8V 3K2

HEAD OFFICE

360 St. James Street
Suit 1620
Montreal, Quebec
H2Y 1P5

D.11 DEPARTMENT OF SUPPLY AND SERVICES REGIONAL OFFICES

ATLANTIC REGION

P.O. Box 3000
Main Post Office
Dartmouth, Nova Scotia
B2Y 4A8
Telex: 019-22528
Telephone: (902) 426-3881

QUEBEC REGION

800 Golf Road, Nuns' Island
Montréal, Québec
H3E 1G9
Telex: 05-25425
Telephone: (514) 283-2430

CAPITAL REGION

1010 Somerset Street West
Ottawa, Ontario
K1A 0T4
Telex: 053-3573
Telephone: (613) 992-4914

ONTARIO REGION

Suite 200
295 The West Mall
Etobicoke, Ontario
M9C 5A4
Telex: 06-961225
Telephone: (416) 622-8111

MANITOBA REGION

7th Floor
266 Graham Avenue
Winnipeg, Manitoba
R3C 3W6
Telex: 07-57734
Telephone: (204) 949-6111

WESTERN REGION

10025-100 Avenue
Edmonton, Alberta
T5J 1J9
Telex: 037-3960
Telephone: (403) 425-5069

PACIFIC REGION

3551 Viking Way
Richmond, British Columbia
V6V 1W6
Telex: 043-55731
Telephone: (604) 544-3441

HEAD OFFICE

Place du Portage
Phase III
Hull, Québec
K1A 0S5
Telephone: (819) 997-7218

**D.12 PROVINCIAL AND TERRITORIAL DEPARTMENTS OF
ECONOMIC DEVELOPMENT OR EQUIVALENTS**

NEWFOUNDLAND

Department of Industrial Development

Phillip Place,
P.O. Box 4750
St. John's, Newfoundland
A1C 5T7

MANITOBA

**Department of Industry
and Commerce**

Room 352, Legislative Building
Winnipeg, Manitoba
R3C 0V8

PRINCE EDWARD ISLAND

**Department of Industry
and Commerce**

P.O. Box 2000
Charlottetown, Prince Edward Island
C1A 7N8

SASKATCHEWAN

**Department of Industry
and Commerce**

Saskatchewan Power Building,
7th Floor
Regina, Saskatchewan
S4P 2Y9

NOVA SCOTIA

Department of Development

P.O. Box 519
Halifax, Nova Scotia
B3J 2R7

ALBERTA

**Department of Business Development
and Tourism**

1828 Centennial Building,
Capital Square
Edmonton, Alberta
T5J 0H4

NEW BRUNSWICK

**Department of Commerce and
Development**

P.O. Box 6000
Fredericton, New Brunswick
E3B 5H1

BRITISH COLUMBIA

Ministry of Economic Development

Parliament Building
Victoria, British Columbia
V8V 1X4

QUEBEC

**Ministère de l'Industrie
et du Commerce**

710 Place d'Youville
Québec, Québec
G1A 1K9

NORTHWEST TERRITORIES

**Department of Economic
Development and Tourism**

Yellowknife, N.W.T.

ONTARIO

**Ministry of Industry and
Tourism**

900 Bay Street
Toronto, Ontario
M7A 2E1

YUKON TERRITORY

Yukon Territorial Treasurer

Yukon Territory Government
Whitehorse, Y.T.

INDEX

A

- Accelerated Capital Cost Allowances, 15, 53, 59, C.102
- ADDRESSES, Annex D
- ADJUSTING TO CHANGE, 51-56
- Adjustment Assistance Benefits, 8, 54, 60, A.305
- Advance Payment for Crops, 69, A.205
- Aerospace and Defence Industries, 60
- Agricultural Commodities Price Stabilization, 71, A.601
- Agricultural Development Agreements, Federal/Provincial, 69, 89,
A.400 Series
- Agricultural Engineering Research and Development, 73, A.603
- Agricultural Fairs and Exhibitions Assistance, 73, A.602
- Agricultural Stabilization Act, 69, A. 601
- Agricultural Workers, 73, A.708
- Agriculture, 69 - 74
- Agriculture, Department of, 24, 57, 69
- Agriculture Information Services, 72, B.301
- Agriculture, Tax Measures, 69-70
- Alberta, Federal-Provincial Development Agreements, 89, A.409
- Animal Disease Eradication, 73, A.604
- Anti-Dumping Duty and Tribunal, 36, C.309
- Aquatic Weeds Research and Development, 24, A.616
- Arbitration, 46, B.403
- Asset Replacements, Tax-Free Rollover, C.207
- Atlantic Fish Chilling Facilities, 77, A.618
- Atlantic Salmon and Lobster Fishermen, Grants, 75, A.621
- Atomic Energy of Canada Ltd., (AECL), 64, B.206
- Automotive Sector, 60

B

Bankruptcy, 12, B.501
Biomass Energy Loan Guarantees, 65, 78, A.111
Block Averaging of Income, Farmers and Fishermen, C.211
Book Publishing, 80
Book Publishing Development Program, 80, A.801
Borrowing, Capitalization of Expenses, C.201
British Columbia, Federal-Provincial Development Agreements, 89, A.410
Builders Loans, Housing, 84, A.112
Building Design Energy Systems Analysis, 84, A.804
Business Corporations Act, Canada, 12, B.507
Business Cost and Financing, Income Tax Measures, C.200 (Series)
Business Councils, 99-100, A.802
Business Information Centre (BIC) Hot Line, 4
Business Investment Losses, Income Tax Treatment, C.202
Business Opportunities Sourcing System (BOSS), 32, 35, 100, B.111
Business Statistics (Statistics Canada), 37, B.502

C

Canada Business Corporations Act, 12, B.507
Canada Centre for Geoscience Data, 67, B.310
Canada Centre for Mineral and Energy Development (CANMET), 64, B.312
Canada Centre for Remote Sensing, 64, B.314
Canada Council Grants, 80, A.803
Canada Employment and Immigration Commission, 3, 5, 98, D.1
Canada Employment Centres, 45, 53, B.402
Canada Grains Council, 73, A.605
Canada Institute for Scientific and Technical Information (CISTI), 20, B.201
Canada Manpower Consultative Service, 8, 53, A.701
Canada Manpower Industrial Training Programs (CMITP), 8, 44, 46, 54, 98, A.702
Canada Manpower Mobility Program (CMMP), 8, 45, 54, A.707

Canada Manpower Training Program (CMTP), 9, 44, 46, 54, A.703
 Canada Mortgage and Housing Corporation (CMHC), 57, 84
 Canada Post Publications and Business Services, 37, B.503
 Canada -U.S. Automotive Agreement, 60
 Canada-U.S. Defence Production and Development Sharing Agreement, 60
 Canadian Chamber of Commerce, 35, C.311
 Canadian Commercial Corporation, 34, B.101
 Canadian Film Development Corporation (CFDC), 80, A.808
 Canadian Forestry Service, 57, 78
 Canadian Government Office of Tourism (CGOT), 80, B.112
 Canadian Home Insulation Program (CHIP), 84, A.811
 Canadian Hydrographic Service, 5, B.307
 Canadian International Development Agency (CIDA), 34, B.102
 Canadian International Grains Institute, 72, A.610
 Canadian Patents and Development Limited (CPDL) 21, 24, B.508
 Canadian Preference Policies; Offsets, 36, B.111
 Canadian Saltfish Corporation, 75, A.617
 Canadian Transport Commission, railway subsidies, 7, A.821
 Cape Breton Development Corporation (DEVCO), 90, 97, A.414
 Capital Cost Allowances, 63, C.102, C.108
 Carnet Systems, 35, C.311
 Cash Method of Reporting Income, Farmers and Fishermen, C.212
 Centres for Advanced Technology (CAT), 25, 100, B.202, D.5
 Centres for International Business Studies, 50, B.407, D.6
 Cinema Canada, 83, A.810
 Collective Bargaining Information Centre, 46, B.401
 Collective Bargaining Support, 46
 Combines Investigation, 36, B.504
 Commercial Facilities, Loans, 81, 88, A.401
 Commodities Price Stabilization, 71, A.601
 Communications, Department of, 20, 24, B.204
 Competition, 36, B.504
 Computer Aided Design Service (CAD), 84, A.501
 Conciliation, 46, B.403
 Construction Sector, 84

Construction, Tax Measures, 84, C.301, C.302
Consumer and Corporate Affairs, Department of, 12
Contracting Out, 24, 36, B.111
Cooperative Overseas Market Development Agreement, British Columbia, 78
Cooperative Projects with Industry (COPI), 8, 24, A.502
Copyright and Industrial Design, 21, B.505
Corporate Reorganizations, income tax treatment, C.208
Counselling Assistance for Small Enterprises (CASE), 5, 11, 47, 99, B.406
Countervailing Duty, 36, C.308
Critical Trade Skills Training Program (CTST), 44, 54, A.704
Crop Insurance, 69, A.204
Crown Assets Disposal Corporation, 36, B.513
CUSTOMS, SALES AND EXCISE TAXES, C.300 Series

D

Dairy farmer subsidies, 7
Defence Industry Productivity (DIP) Program, 8, 19, 22, 53, 60, A.301
Demonstration Projects, 22, A.503
Design Assistance to Business (Design Canada), 22, 99, A.805
DEVCO (Cape Breton Development Corporation), 90, 97, A.414
DEVELOPING YOUR WORK FORCE, 43-50
Development Agreements, Federal/Provincial, 89, A.400 Series
Development and Demonstration of Resource and Energy Conservation Technology (DIRECT), 64, A.503
Drawbacks, Duty, 35, C.306
Drydock subsidies, 8, 59, A.815
Duty-Free Entry of Imported Goods (see also Drawbacks, Remission, Machinery Program), C.303

E

Earned Depletion, 63, C.108
Economic Development Departments, Provincial, D.11
Employee Health, Safety, and Job Satisfaction, 46, B.406

Employment and Immigration Commission (Canada), 3, 5, 98, D.1
 Employment Services, 45, B.402
 Employment Subsidies, 45
 Employment Tax Credit, 45, 87, 88, 99, C.106
 Energy Bus, National Program, 64, B.308
 Energy from the Forest Program (ENFOR), 65, 78, A.624
 Energy, Mines and Resources, Department of, 24, 57, 64
 Energy Systems Analysis, Building Design, 84, B.308
 Enterprise Development Program (EDP), 8, 14, 15, 19, 22, 37, 51, 52, 59, 60, 97,
 A.302
 Environment, Department of, 5, 24, 57
 Eskimo Loan Fund, 14, 97, A.106
 Excise Tax Exemptions, C.301
 Exploration and Development Expenses, Minerals and Energy, Tax Measures, 63,
 C.108
 Exploration and Mining Services, 91, B.309
 Export and Import Permits Act, 36
 Export Development Corporation (EDC), 5, 8, 25, 32, D.9
 Export Insurance, 8, 32, A.108
 Export Loans and Loan Guarantees, 8, 33, A.107, A.108
 Export Market Development, Program for (PEMD), 8, 33, A.303
 Exporters Directory, 32, 33, 35, B.110
 Exporting, 31-35
 Exports to Developing Countries, 34, B.102
 External Affairs, Department of, 34

F

Family Business Corporation, Intergenerational Transfer of Shares, C.209
 Farm Building Plans Service, 73, B.302
 Farm Credit Corporation (FCC), 8, 14, 69, A.202
 Farm Improvement Loans, 8, 14, 69, 96, A.201
 Farm Labour Programs, 73, A.708
 Farm Mortgage Loans — Farm Credit Corporation, 14, 69, A.202
 Farm Property, Transfer to Children, C.210

Farm Rehabilitation, Prairies (PFRA), 69, 90, A.613
 Farm Syndicate Loans — Farm Credit Corporation, 69, A.203
 Farming, Tax Measures, 69, 70, C.301
 Fashion Design Assistance Program (FDAP), 23, 59, 60, A.806
 Federal Business Development Bank (FBDB), 4, 5, 8, 11, 13, 14, 46, 47, 51, 97, 99, D.10
 FEDERAL ECONOMIC DEVELOPMENT ASSISTANCE, 7-9
 Federal Mediation and Conciliation Service, 46, B.403
 Feed Freight Assistance Adjustment Fund, 72, A.607
 Feed Freight Assistance Program, 71, A.608
 Feed Grains Storage Assistance, 72, A.606
 Film Festivals Abroad, Participation in, 80, A.810
 Film Festivals in Canada, Grants, to, 80, A.809
 Film Industry Assistance, 80, A.808
 Film Production Technical Services, 80, B.514
 Financial Assistance Programs, Annex A
 FINANCING YOUR BUSINESS, 13 - 18
 Fish Chilling Facilities, Atlantic, 77, A.618
 Fish Inspection Services, 76, B.303
 Fisheries, 75
 Fisheries and Oceans, Department of, 24, 57, 75, A.619, B.303, B.304
 Fisheries Improvement Loans, 8, 14, 75, 96, A.206
 Fisheries Market Information and Support, 76, B.304
 Fisheries Prices Support Board, 75, A.622
 Fisheries Research Support, 76, A.619
 Fishing Industry Tax Measures, 75, C.102, C.211, C.212, C.301
 Fishing Vessel Construction Assistance Program, 59, A.620
 Fishing Vessels Insurance, 76, A.207
 Flour for Export, Freight Charges for, 69, A.609
 Footwear and Leather Institute of Canada, 60, A.304
 Footwear and Tanning Industries Adjustment Program (FTIAP), 59, A.304
 Footwear, Clothing and Textiles, 59, 60
 Foreign Investment Assistance — Developing Countries, 34, A.807
 Foreign Investment Loan Guarantees, Export Development Corp., 33, A.109
 Foreign Investment Review Agency (FIRA), 36

Forest Industry Renewable Energy (FIRE) Program, 65, 78, A.625
Forestry Agreements, Federal-Provincial, 78, A.400 Series
Forestry and Forest Products, 78,
Forestry Research and Development, 78, A.504
Forestry Services, 78, B.306
Freight Charges Equalization, 69, A.607 - A.609
Freshwater Fish Marketing Corporation, 75, B.305
Frontier Oil and Gas Exploration, 63, C.108

G

General Development Agreements, Federal-Provincial, 89, A.400 Series
Geoscience Information, 67, B.310
Government Research and Technology Transfer, 24, 25
Government Testing and Research Facilities, 20
Graduated Payment Mortgage (GPM), 84, A.115
Grain Advance Payments, Prairie, 69, A.205
Grain Market Development (Canadian International Grains Institute),
72, A.610
Grain Stabilization, Western, 69, A.611
Grants, 14, 15, Annex A
Grubstakers and Prospectors, Tax Measures, 63, C.108

H

Health and Welfare, Department of, 46
Health Protection Services, 46, B.506
Heavy Oil Development, Canada-Saskatchewan, 23, 64, A.505
Home Insulation Programs, 84, A.811
Housebuilding Research, 84, B.208
Housing Builders Loans — Canada Mortgage and Housing Corporation, 84, A.112
Housing Rehabilitation Loans, 84, A.114

I

- Import Analysis, 37, B. 103
- Import Surtax, 36, C.310
- Imported Goods, Duty-Free Entry of (see also Drawbacks, Remission, Machinery Program), C.303
- Income Stabilization — Grain Producers, 69, A.611
- Income Tax Incentives, C.100 Series, C.200 Series
- Incorporation, 12, B.507
- INFORMATION AND SERVICES, Annex B
- Indian Affairs and Northern Development, Department of, 91
- Indian Economic Development Fund, 8, 14, 97, A.105
- Industrial Adjustment Assistance Program (IAAP), 54, 60, A.305
- Industrial Design (and Copyright), 21, B.505
- Industrial Development Agreements, Federal-Provincial, 89, 97
- Industrial Innovation Centres, 25, B.202
- Industrial Post-Doctoral Fellowships, 21, 44, A.506
- Industrial Research Assistance Program (IRAP and Mini-IRAP), 8, 19, 21, 22, 100, A.507
- Industrial Research Associations, 25, 100, B.202, D.7
- Industrial Research Facilities, 25, B.202
- Industrial Research, Innovation and Product Development, 21-23
- Industrial Research Institutes Program (IRIP), 25, 100, B.202, D.7
- Industry Energy Research and Development Program (IERD), 8, 22, 64, 65, A.508
- Industry/Laboratory Projects, Program for (PILP), 8, 24, A.511
- Industry Sector Branches, 57, B.104
- Industry, Trade and Commerce, Department of 3, 5, 11, 31, 32, 33, 34, 35, 37, 57, 84, D.2
- Inland Elevator Program, 72, A.606
- Inshore Fishery Development, Newfoundland, 75, A.402
- Interchange Canada Program, 47, B.404
- Inter-Firm Comparisons, 53, B.105
- International Bureaux — Service for Exporters, 32, B.107
- International Market Conditions, Information, 35, B.107
- International Trade Data Bank, 35, B.108
- Inventors' Assistance Program (Canadian Patents and Development Ltd.), 21, B.508

Inventory Allowance, income tax treatment, 15, C.203
Investment Tax Credit, 15, 23, 53, 87, 88, 98, C.101

J

Job Experience Training (JET) Program, 8, 45, A.705

L

Labour, Department of, 46, 54
Labour Education, 46, A.812
Labour Force Adjustment to Change, 53, 54
Labour Information Services, 46, B.405
Labour Library and Information Services, 46, B.405
Land Inventory and Land Use Management, 5, B.311
Loan Guarantees and Insurance, 13, 14, Annex A
Loans, 14, Annex A
Local Feed Grain Security Program, 72, A.612
Low Energy Building Design Awards (LEBDA), 64, 84, A.509

M

Machinery and Equipment, Accelerated Capital Cost Allowance, 53, C.102
Machinery Program (MACH), 53, 59, C.305
Management Advancement Program (MAP), 3, 5, 47, B.407, D.6
Management Advisory Institutes Program, 47, B.407
Management Counselling — Counselling Assistance for Small Enterprises (CASE), 5, 11, 47, 99, B.406
Management Improvement, 46, 47, B.407
Management Training for Small Business, 46, 99, B.408
Manitoba, Federal-Provincial Development Agreements, 89, A.407
Manpower Consultative Services, 8, 53, A.701
Manpower Industrial Training Program, Canada (CMITP),
8, 44, 46, 54, 98, A.702

Manpower Mobility Program, Canada (CMMP), 8, 45, 54, A.707
 Manpower Training Program, Canada (CMTP), 9, 44, 46, 54, A.703
 Manufacturing, 52, 58-62
 Manufacturing and Processing Incentives, Federal-Provincial, 14,
 A.400 Series
 Manufacturing and Processing, Tax Measures, 15, 58, C.102, C.103, C.305
 Marina Assistance Program, 80, A.817
 Marketing in Canada, 36, 37
 MARKETING YOUR PRODUCTS AND SERVICES, 31-42
 Master Construction Specifications, 85, B.109
 Mediation, Conciliation and Arbitration Services, 46, B.403
 Metric Conversion, 53, A.819, B.509, C.107, C.302
 Mineral Agreements, Federal-Provincial, 64, A.400 Series
 Mineral and Energy Research and Development Services — CANMET, 64, B.312
 Minerals and Energy Industries, 63-68
 Minerals and Energy, Technical Information, 64, B.313
 Mining, Oil and Gas Industries, income tax incentives, 63, C.108
 Minister of State for Small Business, 95
 Mobility, Canada Manpower Mobility Program (CMMP), 8, 45, 54, A.707
 Modernization of Plant and Equipment, 51-53
 Montreal Special Area Program, 88, A.412

N

National Building Code, 84, B.203
 National Energy Bus Program, 64, B.308
 National Film Board Information Service, 80, B.514
 National Housing Act (NHA) Loans, 84, A.112
 National Minerals Inventory, 64, B.310
 National Research Council (NRC), 19, 20, 24, B.203
 Natural Resources Information, 67, B.313
 New Brunswick, Federal-Provincial Development Agreements, 89, A.404
 New Crop Development Fund, 73, A.612
 Newfoundland, Federal-Provincial Development Agreement, 89, A.402

Newfoundland and Labrador Development Corporation (NLDC),
90, 97, A.415
Northern Resources Roads Assistance, 91, A.813
Northwest Territories Financial Assistance Program, 91, A.113
Northwest Territories Loan Fund, 14, 97, A.104
Nova Scotia, Federal-Provincial Development Agreements, 89, A.403

O

Occupational Training, 43, 44
Oil Import Compensation Payments, 7, 63, A.820
Oilspill Research and Development, 24, A.510
Ontario, Federal-Provincial Development Agreements, 89, A.406
Overseas Projects Office, 34, B.110

P

Paperburden, Office for Reduction of, 95, B.510
Participation in Film Festivals Abroad, 80, A.810
Patents, 20-21, B.511
Petro Canada, 64
Physical Distribution Advisory Services (PDAS), 37, 90, B.106
Plant and Equipment — Restructuring and Modernization, 51-53
Pollution Control, Accelerated Capital Cost Allowances, 53, C.102
Portfolio Investments, Part IV Income Tax, C.213
Postal Services, 37, B.503
Prairie Farm Rehabilitation Administration (PFRA), 69, 90, A.613
Pre-Investment Incentives Program, 34, A.807
Price Support for Fish, 75, A.622
Price Support Incentives Program, 34, A.807
Prince Edward Island, Federal-Provincial Comprehensive Development Plan, 89,
A.411
Processing and Manufacturing, 52, 58-62
Product Development, 22
Product Standardization, 22, B.512

Profit Sharing Plans, C.205
 Program for Export Market Development (PEMD), 8, 33, A.303
 Program for Industry/Laboratory Projects (PILP), 8, 24, A.511
 Program of Assistance to Solar Equipment Manufacturers (PASEM), 23, 65, A.512
 Project Research Applicable to Industry (PRAI), 25, A.513
 Promotional Projects Program (PPP), 8, 33, A.306
 Prospectors and Grubstakers, Tax Measures, 63, C.108
 Prospectors' Assistance Program, 91, A.626
 Protein, Oil and Starch Products Development, 25, A.514
 Provincial Economic Development Departments, D.12
 Public Research Facilities, 20
 Public Sector Cooperative Supply Agreements, 36, B.111
 Public Works, Department of, 85
 Purchase and Use of Solar Heating (PUSH), 36, 65, A.814

Q

Quality of Working Life, 46, B.409
 Quebec, Federal-Provincial Development Agreements, 89, A.405

R

Railway Rehabilitation Assistance, 7,
 Rapeseed Processors, Assistance to, 72, A.614
 Rapeseed Utilization Assistance Program, 25, 73, A.615
 Recruitment Services, 45
 REGIONAL DEVELOPMENT ASSISTANCE, 87-93
 Regional Development, Federal Provincial Agreements, A.400 (Series)
 Regional Development Incentives Program (RDIP), 8, 15, 52, 53, 59,
 81, 87, A.401
 Regional Economic Expansion, Department of (DREE), 3, 5, 7, 11,
 80, 88, D.3
 Registered Industrial Design, 21, B.505
 Remission of Customs Duty, 35, 53, 59, C.305
 Remote Sensing, 64, B.314

Renewable Energy and Conservation Demonstration Program, 67, A.515
 Research and Development Tax Measures, 15, 23, C.101, C.104
RESEARCH, INNOVATION AND PRODUCT DEVELOPMENT, 19-30
 Research, Innovation, and Product Development —
 Information and Services, 19-21
 Research, Innovation, Technology Transfer and Product Development —
 Government Support for, 21-23
 Residential Rehabilitation Assistance Program (RRAP), 84, A.114
 Revenue Canada, Customs and Excise, 231
 Revenue Canada, Taxation, 231, D.4

S

Sales Tax Exemptions and Reductions, 74, C.301, C.302, C.304
 Salmonid Enhancement Program (SEP), 75, A.623
 Saskatchewan, Federal-Provincial Development Agreements, 89, A.408
 Saskatchewan, Heavy Oils Development (Canada-Saskatchewan),
 23, 64, A.505
 Science Centre, Department of Supply and Services, 24, B.111
 Science Procurement Information Network (SPIN), 24, B.111
 Scientific and Technical Services (National Research Council), 19, 20, B.203
 Scientific and Technology Employment Program (STEP and STEPEX),
 8, 21, 44, 100 A.516
 Selling to Government, 35, 36, B.111
 Service Industries, 52, 80-83
 Service Sector Development Agreements, Federal-Provincial, 89,
 A. 400 Series
 Shipbuilding Industry Assistance Program (SIAP), 59, A.815
 Shipbuilding Subsidies, 7, 59
 Ship Repair and Drydock Facilities, 59
SMALL BUSINESS, ASSISTANCE TO, 95-104
 Small Business Deduction (Income Tax), 98, C.105
 Small Business — Financing and Related Services, 96, 97
 Small Business Information Service, 4, 11, 99, B.410
 Small Business Intern Program, 45, 99, A.706
 Small Business Management Training, 46, 99, B.408

Small Business — Manpower Assistance, 98, 99
 Small Business, Minister of State for, 95
 Small Business Loans, 8, 13, 96, A.102
 Small Business Loans (NWT and YT), 90, 91, A.103, A.104
 Small Business Secretariat, 95
 Small Business Tax Measures, 15, 97, 98, C.101, C.103, C.105,
 C.205, C.209, C.210, C.211, C.212
 Small Craft Harbours, 80, A.816
 Solar Equipment Manufacturers, Program of Assistance to (PASEM),
 23, 65, A.512
 Solar Heating, Purchase and Use of (PUSH) Program, 36, 65, A.814
 Space Industry Support, 60, B.204
 Special ARDA, 90, A.413
 SPECIFIC SECTORS, ASSISTANCE TO, 22, 23, 31, 57, 86
 Standards Council of Canada, 22, B.512
 STARTING A NEW BUSINESS, 11, 12
 Statistics Canada, 37, B.502
 Stock Dividends, Income Tax Treatment, C.204
 Strategic Grants in Aid of Research, 25, A.517
 Supply and Services, Department of, 5, 35, D.11
 Surety Risk Protection Insurance, Export Development Corp., 33, A.110
 Surplus Equipment, 36, B.513
 Surtax on Imports, 36, C.310

T

Tariffs, Temporary Items (Reductions), C.307
 TAXATION MEASURES, Annex C
 Technical Information Service (TIS), 20, B.205
 Technology Transfer, Atomic Energy of Canada Ltd., B.206
 Tourism Agreements, Federal-Provincial, 14, 80, 89, 97, A.400 (Series)
 Tourism Industry Assistance, 80, B.112
 Tourist Wharf Program, 80, A.818
 Trade Commissioner Service, 31, 32, B.113
 Trade Marks, 21, B.515

Training — Canada Manpower Industrial Training Program (CMITP),
8, 44, 46, 54, 98, A.702

Training — Canada Manpower Training Program (CMTP) 8, 45, 54, A.703

Transport, Department of, 57

U

Unsolicited Proposals Program, 8, 24, 36, A.518

V

Vessel Construction, Accelerated Capital Cost Allowance, 59, C.102

W

Waste Recycling and Recovery Program, 64, A.519

Wastewater Technology Centre, 5, B.207

Water Management Data and Programs, 5, B.315, B.316

Weather Information Services, 5, B.516

Western Grains Stabilization, 69, A.611

Wharf and Marina Facilities, 80, A.817, A.818

Workers' Tools — Metric Conversion Assistance, 53, A.819

Y

Yukon Territory Loan Fund, 97, A.103

